



## **Role of *District Associate – Authorised Channel Partner***

### **About iXR Labs**

At iXR labs we are pioneering the use of cutting-edge technology in Higher education. We are deploying AR/VR/MR, 3D, and Gamification to improve the efficiency and efficacy of higher education.

We cover fields such as Engineering, Medical, Science Grad, Architecture and Business Studies, while also aiding in Industrial and Corporate Learning and Development.

iXR labs bring to you exciting, immersive, insightful, and interactive journeys, and accurate models that are completely manipulatable in a 3D environment hence driving curiosity and self-learning. iXR labs combine journeys detailed explanations and in-built assessments which ensure better and faster learning. iXR labs run across platforms such as VR headsets, PCs, Mobile, and the web.

**iXR labs showreel engineering:** <https://www.youtube.com/watch?v=cGK4mj0XGqA>

### **What you'll be doing:**

- Focused on new business, and in doing so generating revenue opportunities for the colleges & universities in your assigned Territories
- Meeting the right Stakeholders and Decision Makers and Academic Heads and Admission Heads of the College & Universities and Presenting the Initial Demo
- Formulating and Executing monthly, quarterly and annual sales plans with the help of our Regional Managers
- Do the Client meetings, Presentations, and Negotiations if required and as you progress more in the role
- An attitude of sales and continuous personal development, direction and focus.

### **If you've got these skills, we'd love to hear from you:**

- Wanting to set up your own Business with a New Technology Product with Long term vision
- Add VR ( Virtual Reality Solutions ) as a add-on to your existing Business or completely start this business model from scratch with our Full Support of our highly experienced Technical Product Team and Sales Team to handhold at every stage.
- Fluent Communications skills
- Self Driven and Entrepreneur Mindset
- Customer Focused – personally demonstrated that both external and internal
- Customers are a high priority by identifying, and responding to their needs in a timely and efficient manner
- Initiative – Recognizes opportunities and initiates proactively to capitalize on them
- Experience in EdTech and Higher education is always an added advantage but not required
- Must be a team player

We have had the opportunity to work with some exciting clients in the past and we expect you to drive more such collaborations.

**Our previous work:**

We have previously worked with government as well as corporate institutions. The likes of which being,

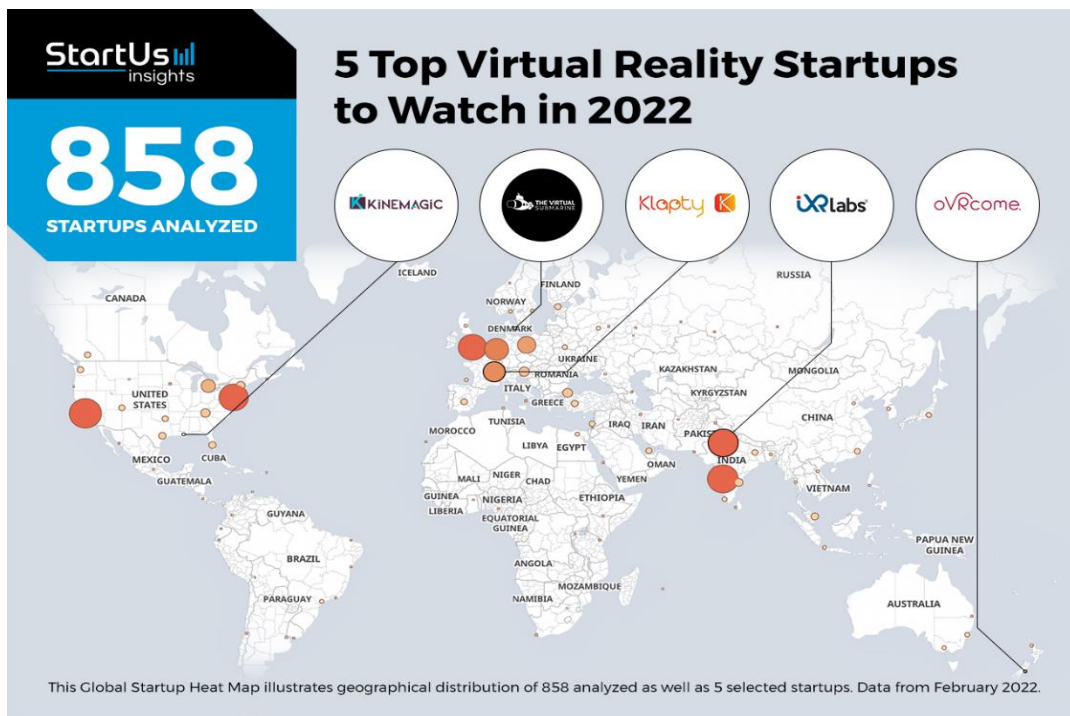
**Govt Bodies:** DRDO, CSIR - IMTECH, AIIMS, Govt. Of Rajasthan, National Institute of Ayurveda

**Corporates:** Hindalco, Ultratech, Adani Power, Tata Projects, Pepsico

**Education:** Pearson, Oxford, Orient Black Swan

We work with a team of professionals from the top institutes across the country, spanning IITs, IIMs, AIIMS, and more.

And we have been recently recognized among *The Top 5 Virtual Reality (VR) Startups* to watch out for.



So what are you waiting for?

We have 181 Locations across Pan-India to Choose from and work jointly with one Goal – To make India a more Technologically Sound Engineering Community!!

Best, Rajiv

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