

⊘ NON-CODING JOB PROFILES (Less or No Programming)

Job Profile 20 : Technical Content Writer

Role Summary:

Creates clear, engaging, and accurate documentation, tutorials, articles, and content for technical audiences — including developers, engineers, and end-users.

Core Tools:

Markdown, Google Docs, Notion, Grammarly, GitHub, Canva, Medium, WordPress, SEO tools (Ahrefs, SEMrush)

✅ ROUND 1: Writing Skills + Tech Understanding

📌 What's Tested:

- English grammar, sentence clarity, flow
- Ability to explain tech topics in layman's terms
- SEO and formatting knowledge

📚 Resources:

- Writing: Grammarly, Hemingway App, Purdue OWL
 - Tech blogs: Medium (Towards Data Science, FreeCodeCamp)
 - SEO: Moz SEO Guide, Neil Patel Blog
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✅ ROUND 2: Content Creation + Tools

📌 Topics:

- Writing technical blogs, tutorials, product docs
- Tools: Markdown, Google Docs, Notion
- Image/diagram creation: Canva, Lucidchart, Mermaid.js

🔧 Projects:

- Write 5+ technical blogs (e.g., "How REST APIs Work")
 - Create GitHub README for a sample open-source project
 - Build a mini documentation website using Notion or GitBook
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✅ ROUND 3: Editing + Publishing + SEO

📌 Topics:

- Technical editing, proofreading

- Keyword research and meta optimization
- Content scheduling, backlinking basics
- WordPress or Medium publishing

Resources:

- YouTube: Technical Writer HQ, Josh Fechter
- Courses: Google Technical Writing, Coursera “Technical Writing” by Moscow Institute
- Blog platforms: Hashnode, dev.to, Medium

Final Preparation Tips:

- Create a portfolio with writing samples (blogs, docs, tutorials)
- Resume keywords: “Markdown,” “API documentation,” “SEO writing,” “tutorial writing”
- Maintain a public writing presence (Medium, GitHub, Notion)

Where to Apply:

Platform	Description
LinkedIn	“Technical Content Writer – Entry Level / Intern”
Internshala	Writing internships in tech startups and SaaS companies
ContentWriters.com	Paid writing gigs
Fiverr / Upwork	Freelance technical documentation work
Company Careers	Razorpay, Zoho, Atlassian, Hashnode, GitBook

Job Profile 21: Business Analyst

Role Summary:

Analyzes business data and requirements, creates reports, and provides insights to help organizations make informed decisions.

Core Tools:

Excel, SQL, Power BI, Tableau, Google Sheets, JIRA, Confluence, BPMN, UML

ROUND 1: Aptitude + Logical Reasoning + Business Basics

What's Tested:

- Analytical thinking, problem solving
- Business process understanding (SDLC, Agile)
- Data interpretation, case-based reasoning

Resources:

- Aptitude: IndiaBix, Oliveboard
 - Business Analysis Basics: BA Times, Visual Paradigm UML tools
 - Case studies: McKinsey, HBR online
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ROUND 2: Data + Tools + Documentation

Topics:

- Excel (VLOOKUP, pivot tables, dashboards)
- SQL basics (SELECT, JOIN, GROUP BY)
- UML diagrams (use case, sequence), process flows
- JIRA + Confluence for task tracking + documentation

Projects:

- Sales analysis dashboard (Excel/Power BI)
 - Write BRD/FRD for a dummy app (e.g., Food Delivery App)
 - Create process diagram using Lucidchart / Draw.io
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ROUND 3: Visualization + Communication + Insights

Topics:

- Power BI / Tableau reports
- KPI design and analysis
- Communication skills: writing reports, giving presentations
- Agile meetings: stand-ups, sprint planning

Resources:

- YouTube: Chandoo, Alex The Analyst
 - Courses: Coursera “Business Analytics Specialization” by Wharton
 - Book: “Business Analysis Body of Knowledge (BABOK)”
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Final Preparation Tips:

- Build a portfolio with 2 case studies (with insights + dashboard)
 - Resume keywords: “Business Process,” “KPI Reporting,” “BRD/FRD,” “Power BI”
 - Emphasize real-world problem solving and domain understanding
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Where to Apply:

Platform	Description
LinkedIn	“Business Analyst – Entry Level / Fresher” roles
Naukri / CutShort	Filter for BA roles with SQL, Power BI
Internshala	Analyst internships in consulting / product firms
Turing / RemoteOK	Remote business analyst jobs
Company Careers	ZS Associates, Accenture, KPMG, EY, Deloitte, Razorpay



Job Profile 22: Product Manager (PM)

Role Summary:

Owns the product lifecycle — from ideation to launch. Works with engineering, design, and business teams to deliver customer-centric products.

Core Tools:

JIRA, Confluence, Trello, Figma, Google Sheets, Aha!, Productboard, Notion, SQL (basic), PRD/BRD Docs

ROUND 1: Aptitude + Product Thinking + Case Analysis

What's Tested:

- Analytical skills, business sense
- Product sense — how would you improve X product?
- Case study & customer problem-solving

Resources:

- YouTube: Lewis C. Lin PM interview prep, Product School
- Books: “Decode & Conquer,” “Hooked,” “Inspired”

- Blogs: Lenny's Newsletter, Mind the Product
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✓ **ROUND 2: Roadmapping + Wireframing + Communication**

📌 **Topics:**

- Writing PRDs (Product Requirement Documents)
- MVP identification, roadmap planning
- Wireframing using Balsamiq/Figma
- Stakeholder communication & user stories (Agile)

🔧 **Projects:**

- Write a PRD for a Food Delivery App
 - Design feature roadmap + wireframes for a Fintech app
 - Case: "Redesign Amazon Cart Experience"
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✓ **ROUND 3: Metrics + Strategy + GTM**

📌 **Topics:**

- Product metrics: DAU, MAU, CAC, retention, churn
- Go-to-market strategy (launch checklist, feedback loops)
- A/B testing basics, growth experiments
- JIRA/Trello for tracking and sprint planning

📺 **Resources:**

- YouTube: PM School India, Rocketblocks
 - Courses: Coursera - "Digital Product Management" by UVA
 - Tools: Reforge Blog, Notion PRD templates
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📺 **Final Preparation Tips:**

- Showcase 2–3 PRDs, MVPs, and wireframe projects
 - Resume keywords: "MVP," "product roadmap," "user stories," "stakeholder"
 - Simulate product breakdowns in Notion or Medium
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🌐 **Where to Apply:**

Platform	Description
LinkedIn	“Product Manager Intern / APM (Associate PM)” roles
AngelList (Wellfound)	Startup PM roles
PM School India	Community + job updates + mock interviews
Turing / Flexiple	Remote PM gigs with product-led startups
Company Careers	Razorpay, Meesho, Swiggy, Cred, Google APM



Job Profile 23: Project Manager

Role Summary:

Plans, executes, and monitors project delivery within time, scope, and budget. Coordinates between tech, design, and business teams.

Core Tools:

JIRA, Trello, Asana, MS Project, Notion, Excel, Confluence, Slack, Gantt Charts

✅ ROUND 1: Aptitude + Planning + Team Communication

📌 What's Tested:

- Time management, logical planning
- Team collaboration scenario questions
- Problem-solving in project delivery

📚 Resources:

- YouTube: Simplilearn PMP prep, The Digital Project Manager
 - Books: “Scrum Mastery,” “Making Things Happen” by Scott Berkun
 - Blogs: PMI.org, Atlassian Project Blog
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✅ ROUND 2: Agile + Tools + Documentation

📌 Topics:

- SDLC models: Waterfall, Agile, Scrum, Kanban
- Writing user stories, project timelines
- Tools: Gantt chart (Excel), JIRA project tracking
- Risk management & change control

Projects:

- Sprint backlog planning in JIRA (for a sample product)
 - Build a simple Gantt chart in Excel/Notion
 - Write a project plan for an EdTech mobile app
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ROUND 3: Execution + Delivery + Client Handling

Topics:

- Daily standups, retrospectives, sprint reviews
- Communication strategies with clients/stakeholders
- Project closure, documentation & reporting
- Conflict resolution & performance tracking

Resources:

- YouTube: PMP by Ricardo Vargas, ProjectManager.com
 - Course: “Google Project Management” Certificate (Coursera)
 - Templates: Atlassian Confluence, Miro Planning Boards
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Final Preparation Tips:

- Document 2–3 project reports or mock sprint plans
 - Resume keywords: “Agile/Scrum,” “risk mitigation,” “project lifecycle,” “cross-functional”
 - Consider PMP or CAPM certification for added weight
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Where to Apply:

Platform	Description
LinkedIn	“Project Coordinator / Junior PM / PM Intern” jobs
Internshala	PM internships at EdTechs, SaaS, and startups
Naukri / CutShort	Filter by “Project Management,” “Scrum,” “SDLC”
Upwork / Freelancer	Freelance project handling gigs
Company Careers	IBM, Infosys, TCS, Cognizant, Capgemini, L&T Infotech



Job Profile 24: UI/UX Designer

Role Summary:

Designs user-friendly, intuitive, and visually appealing interfaces for websites, mobile apps, and software products.

Core Tools:

Figma, Adobe XD, Sketch, InVision, Miro, Canva, Illustrator, HTML/CSS (optional)

✅ ROUND 1: Design Thinking + Creativity Test

📌 What's Tested:

- Problem-solving using user-centric design
- Ability to analyze and redesign interfaces
- Basic layout, alignment, and color sense

📚 Resources:

- YouTube: AJ&Smart, DesignCourse, UX Crash Course by The Hipper Element
 - Book: "The Design of Everyday Things" by Don Norman
 - Blogs: UX Planet, Smashing Magazine
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✅ ROUND 2: Wireframes + UI Tools + UX Process

📌 Topics:

- UX research, personas, user journey mapping
- Low/high fidelity wireframes (Figma, Adobe XD)
- Design systems, typography, responsiveness
- Feedback loops and usability testing

🔨 Projects:

- Redesign a login/signup screen (mobile/desktop)
 - Build wireframes for a food delivery app
 - Create a mood board and style guide for a brand
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✅ ROUND 3: Portfolio + Case Studies + Collaboration

📌 Topics:

- Creating full case studies: problem, research, ideation, mockups

- Collaborating via Figma comments, team libraries
- Handoff to developers + design specs (Zeplin, Figma Inspect)

Resources:

- YouTube: Flux Academy, Jesse Showalter, Mizko
- Courses: Google UX Design (Coursera), Interaction Design Foundation
- Portfolio: Behance, Dribbble, Notion

Final Preparation Tips:

- Prepare 2 polished case studies with wireframes + mockups
- Resume keywords: “UX Research,” “Figma,” “wireframe,” “user journey”
- Host portfolio on Behance or a Notion/Framer personal site

Where to Apply:

Platform	Description
LinkedIn	“UI/UX Designer – Intern / Entry-Level”
Behance / Dribbble	Showcase + job boards for creative designers
Internshala	UX internships in tech, SaaS, and startups
Remote OK / Toptal	Remote freelance and full-time gigs
Company Careers	Zoho, Razorpay, CRED, Swiggy, Flipkart, Adobe, Zomato

Job Profile 25: Tech Support Engineer

Role Summary:

Troubleshoots software, hardware, and network issues for customers or internal teams. Handles support tickets, system logs, and user assistance.

Core Tools:

Linux/Windows OS, Helpdesk tools (Freshdesk, Zendesk), Active Directory, SQL (basic), Remote desktop, Jira, ITIL tools

ROUND 1: Aptitude + OS Concepts + Troubleshooting

What's Tested:

- Logical reasoning, communication skills
- Operating system basics (Windows/Linux)
- Customer interaction and ticket scenarios

Resources:

- OS Basics: Neso Academy, Operating System by Galvin
 - ITIL Concepts: Simplilearn (YouTube), Freshdesk Academy
 - Aptitude: IndiaBix, Oliveboard
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ROUND 2: Tools + Issue Diagnosis

Topics:

- Active Directory basics, user management
- Basic SQL: SELECT, WHERE, JOIN
- Remote desktop tools (AnyDesk, TeamViewer)
- System logs, incident classification

Projects:

- Setup and simulate mock tickets using Jira/Freshdesk
 - Automate a password reset workflow using PowerShell
 - Create a knowledge base for common desktop issues
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ROUND 3: Communication + ITSM Process

Topics:

- Ticket lifecycle (incident, change, problem)
- SLA, escalation matrix
- Soft skills: conflict resolution, clear documentation
- Basic ITIL V4 principles

Resources:

- YouTube: ServiceNow / Freshdesk training
- Courses: Coursera - Google IT Support Specialization
- Books: "The Phoenix Project," ITIL Foundation Guide

Final Preparation Tips:

- Practice mock support calls and screen-sharing simulations
 - Resume keywords: “ITIL,” “ticket resolution,” “remote support,” “Active Directory”
 - Highlight strong communication and multitasking
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Where to Apply:

Platform	Description
LinkedIn	“Technical Support Engineer – Fresher”
Naukri / CutShort	Filters: IT Support, Ticketing Systems, Customer Support
Internshala	Tech support internships in SaaS/startups
Turing / RemoteOK	Remote IT support & L1 engineer roles
Company Careers	Zoho, Infosys, Freshworks, Tech Mahindra, HCL, Wipro



Job Profile 26: IT Consultant

Role Summary:

Advises organizations on IT strategies, tools, and infrastructure improvements. Works on planning, system integration, and optimization.

Core Tools:

Excel, PowerPoint, Jira, ServiceNow, SQL (basic), SAP, Microsoft Azure, Business Analysis tools

ROUND 1: Aptitude + Business Analysis + IT Awareness

What's Tested:

- Business logic, client-facing mindset
- General IT awareness (cloud, CRM, ERP)
- Data interpretation, process flows

Resources:

- Business Basics: Visual Paradigm, BA Times
- Aptitude: GMAT Data Interpretation, IndiaBix
- IT Concepts: TechTarget, CIO.com articles

✅ ROUND 2: Use Cases + Communication + Tech Tools

📌 Topics:

- Requirement gathering, stakeholder interviews
- Creating use case diagrams (UML)
- Drafting SOW (Statement of Work)
- Change management basics

🔧 Projects:

- Write a sample “Digital Transformation” case
- Create process flow + impact matrix in Excel
- Design a cloud migration proposal document

✅ ROUND 3: IT Infrastructure + Strategy Consulting

📌 Topics:

- Cloud vs on-premise solutions
- ERP vs CRM solutions (SAP, Salesforce, Zoho)
- IT cost optimization, SaaS tools recommendation
- Data privacy, compliance (GDPR, SOC2 basics)

📺 Resources:

- YouTube: Deloitte Consulting Case Studies
- Courses: Coursera “Digital Transformation,” IBM Consulting Fundamentals
- Books: “The McKinsey Way,” “IT Strategy” by James D. McKeen

📘 Final Preparation Tips:

- Draft 2 mini consulting case studies + strategy decks
- Resume keywords: “Digital Transformation,” “IT Strategy,” “Stakeholder Communication”
- Mention familiarity with tools like Jira, ServiceNow, SAP

🌐 Where to Apply:

Platform	Description
LinkedIn	“IT Consultant – Intern / Analyst” roles
Naukri / CutShort	Filters: IT Consulting, Transformation, ERP/CRM
Turing / Flexiple	Remote consulting roles for SaaS & cloud firms
Company Careers	Accenture, Capgemini, TCS, ZS Associates, Infosys Consulting

Job Profile 27: System Administrator

Role Summary:

Installs, maintains, and manages servers, OS, software, and networks to ensure system availability and security.

Core Tools:

Linux/Windows Server, Active Directory, PowerShell/Bash, VMware, Nagios, cron, firewall config, Ansible

✓ ROUND 1: OS + Server + Networking Basics

What's Tested:

- Linux file system, permissions, processes
- Windows Server roles, RDP, group policies
- Basic networking: DNS, DHCP, ports, NAT

Resources:

- YouTube: NetworkChuck, CBT Nuggets (Linux/Windows Admin)
 - Labs: TryHackMe (Beginner SysAdmin Path), VirtualBox + Ubuntu
 - Books: “Unix and Linux System Administration Handbook”
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✓ ROUND 2: Automation + Backup + Monitoring

Topics:

- PowerShell/Bash scripting basics
- System automation using cron tasks / scheduled jobs
- Backup strategies + RAID
- Monitoring: Nagios, Zabbix, Windows Event Viewer

Projects:

- Write a PowerShell script to reset users in AD
 - Setup scheduled backup for MySQL database
 - Simulate server load + monitor with Nagios
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ROUND 3: Security + Virtualization + Troubleshooting

Topics:

- Firewalls, antivirus, malware protection
- Virtual machines (VMware/VirtualBox)
- Troubleshooting BSOD, boot issues, permission errors
- Log analysis & patch management

Resources:

- Courses: Coursera “System Admin & IT Infra Services” (Google)
 - YouTube: Professor Messer, LearnLinuxTV
 - Simulations: Microsoft Learn + VMware Hands-on Labs
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Final Preparation Tips:

- Include 1–2 automation scripts + troubleshooting reports
 - Resume keywords: “Windows Server,” “AD,” “patch management,” “monitoring”
 - Highlight availability + uptime improvement techniques
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Where to Apply:

Platform	Description
LinkedIn	“System Administrator – Fresher / Trainee”
Naukri / CutShort	Filters: Windows Server, Linux Admin, Active Directory
Internshala	Internships in IT support + admin roles
Company Careers	Dell, IBM, TCS, Zoho, Cognizant, Siemens

Job Profile 28: Network Engineer

Role Summary:

Installs, configures, and troubleshoots networking hardware/software to ensure connectivity and secure communication across systems.

Core Tools:

Cisco Packet Tracer, Wireshark, Router/Switch config, TCP/IP, VLANs, Firewalls, BGP/OSPF, Linux, SDN

✅ ROUND 1: Aptitude + Networking Basics

📌 What's Tested:

- OSI/TCP IP model
- IP addressing, subnetting, routing basics
- Switching, ports, NAT, VPN

📚 Resources:

- YouTube: NetworkChuck, Jeremy's IT Lab
 - Simulator: Cisco Packet Tracer (Free)
 - Practice: subnetting.net, HackerRank Network Fundamentals
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✅ ROUND 2: Routing + Switching + Troubleshooting

📌 Topics:

- VLANs, STP, ARP, MAC table
- Routing protocols: RIP, OSPF, BGP
- Configure switches and routers (Packet Tracer or GNS3)
- Ping, traceroute, packet sniffing

🔧 Projects:

- Simulate a company network with VLAN and firewall
 - Wireshark capture analysis project
 - Create a subnetting and IP plan for an enterprise
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✅ ROUND 3: Network Security + SDN + Monitoring

📌 Topics:

- ACLs, firewalls, IDS/IPS basics
- SDN tools (OpenFlow, Cisco ACI)

- Network automation basics (Python, Ansible optional)
- SNMP, NetFlow, monitoring with PRTG/Nagios

Resources:

- Courses: Cisco CCNA, Udemy Networking Fundamentals
- Simulations: Cisco Labs, GNS3, EVE-NG
- YouTube: Cisco DevNet, CBT Nuggets

Final Preparation Tips:

- Practice 2–3 routing scenarios + device configurations
- Resume keywords: “Cisco,” “VLAN,” “subnetting,” “firewall,” “network topology”
- Add Packet Tracer screenshots + network diagrams in your portfolio

Where to Apply:

Platform	Description
LinkedIn	“Network Engineer – Entry Level / Trainee”
Naukri / CutShort	Filters: CCNA, Switching, Routing, Network Support
Cisco Networking Academy	Free training + job board access
Company Careers	Cisco, Airtel, Ericsson, BSNL, TCS, Infosys, Accenture

Job Profile 29: SEO/SEM Analyst

Role Summary:

Improves website visibility on search engines (SEO) and manages paid ad campaigns (SEM) to drive traffic, leads, and conversions.

Core Tools:

Google Search Console, Google Analytics, Ahrefs, SEMrush, Moz, Ubersuggest, Screaming Frog, Google Ads, Excel

ROUND 1: Aptitude + SEO Basics + Marketing Terms

What's Tested:

- Basic marketing metrics (CTR, CPC, bounce rate)
- On-page SEO concepts (meta tags, keyword density)
- Analytical & communication skills

Resources:

- YouTube: Simplilearn SEO/SEM, Surfside PPC
 - Blogs: Moz Beginner's Guide to SEO, Neil Patel
 - Practice: Google Digital Garage, HubSpot SEO Certification
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ROUND 2: SEO Tools + Google Ads + Keyword Research

Topics:

- Keyword research (short-tail vs long-tail)
- Ad campaign structure (Google Ads)
- Backlink analysis, domain authority
- Reporting & competitor audits (Ahrefs, SEMrush)

Projects:

- Keyword plan for a product blog
 - Run a mock Google Ads campaign with sample budget
 - SEO audit report of a startup site
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ROUND 3: Strategy + Reporting + Optimization

Topics:

- A/B testing for landing pages
- Creating SEO dashboards using Google Data Studio
- Technical SEO: crawl budget, site speed, schema markup
- UTM tracking, goal setup in Google Analytics

Resources:

- Courses: Coursera "SEO Specialization" by UC Davis, Semrush Academy
 - Tools: Yoast SEO plugin, Screaming Frog
 - Labs: Google Skillshop (for Ads & Analytics)
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Final Preparation Tips:

- Include SEO case studies with before/after metrics
 - Resume keywords: “CTR optimization,” “Google Ads certified,” “backlink strategy,” “keyword planner”
 - Showcase blog audits, SEM campaign snapshots
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Where to Apply:

Platform	Description
LinkedIn	“SEO Analyst / SEM Executive – Intern/Fresher”
Naukri / Internshala	Roles in digital/marketing firms or tech startups
Upwork / Fiverr	Freelance keyword research, audits, and SEM gigs
Company Careers	WebFX, Razorpay, Zomato, Unacademy, ClearTax

Job Profile 30: Digital Marketing Executive

Role Summary:

Manages digital brand presence through social media, email marketing, content strategy, and analytics to generate leads and growth.

Core Tools:

Meta Ads, Google Ads, Canva, Mailchimp, Hootsuite, HubSpot, Google Analytics, WordPress, Excel

ROUND 1: Marketing Concepts + Social + Analytics

What's Tested:

- Campaign design understanding
- Engagement metrics (impressions, reach, ROI)
- Communication + creativity test

Resources:

- YouTube: Simplilearn Digital Marketing, Marketing Fundas
 - Courses: Google Digital Garage, HubSpot Inbound
 - Books: “Contagious” by Jonah Berger, “Made to Stick”
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ROUND 2: Campaign Planning + Tools + Content

Topics:

- Email marketing campaigns with Mailchimp
- Instagram/Facebook ad strategy
- Writing content for blogs, CTAs, newsletters
- Canva design for posts, infographics

Projects:

- Create a 30-day social media calendar
 - Run an email newsletter campaign
 - Design mock Instagram + LinkedIn ad posts
-

ROUND 3: Strategy + Reporting + Growth Funnels

Topics:

- Conversion funnels and lead nurturing
- UTM tracking, Google Analytics goals
- ROI calculation and dashboard creation
- Marketing automation (HubSpot, Zapier basics)

Resources:

- Coursera: Meta Digital Marketing Cert
 - Tools: Google Tag Manager, Hootsuite Academy
 - Portfolio tips: showcase posts, landing pages, mail campaigns
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Final Preparation Tips:

- Build a Notion portfolio with campaigns, analytics reports
 - Resume keywords: “lead generation,” “funnel optimization,” “paid ads,” “email campaign”
 - Include engagement metrics (CTR, reach, conversions)
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Where to Apply:

Platform	Description
LinkedIn	“Digital Marketing – Fresher / Intern / Trainee”
Internshala / CutShort	Digital roles at startups and agencies

Platform	Description
Turing / RemoteOK	Remote digital marketing jobs
Company Careers	Zoho, Razorpay, CRED, Nykaa, Paytm, Growth School

Job Profile 31: Tech Sales / Pre-sales Engineer

Role Summary:

Bridges the gap between technical products and clients. Provides demos, solution consultations, and technical sales support.

Core Tools:

CRM (Salesforce, Zoho), Google Slides, Excel, Product Demos, Technical Docs, HubSpot, Notion, Email tools

✅ ROUND 1: Sales Logic + Communication + Product Knowledge

What's Tested:

- Pitching ability & objection handling
- Technical understanding of product (e.g., SaaS, API)
- English fluency, email writing

Resources:

- YouTube: Presales Academy India, TechSalesCraft
 - Books: "Spin Selling," "The Challenger Sale"
 - Practice: Sales case studies (B2B/B2C)
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✅ ROUND 2: Demo Building + CRM Tools + Objection Handling

Topics:

- Building a client pitch deck
- CRM navigation: leads, deal stages, pipeline
- Handling objections: price, features, trust
- Use cases and value proposition clarity

Projects:

- Simulate a product demo (e.g., SaaS analytics tool)
- Create a Notion/Google Slides pitch deck

- Set up a lead-to-deal pipeline in HubSpot CRM (free)

✓ **ROUND 3: Tech Understanding + Strategy + Collaboration**

📌 **Topics:**

- Pre-sales documentation: Solution Brief, RFP
- Integration discussions: APIs, scalability, architecture
- Working with product/engineering on feedback
- Negotiation and closing deals

👥 **Resources:**

- YouTube: Presales Collective, Winning by Design
- Courses: Coursera - Salesforce Sales Ops, HubSpot Academy
- CRM: HubSpot free certs, Salesforce Trailhead

📘 **Final Preparation Tips:**

- Include 1–2 mock demos or pitch decks
- Resume keywords: “technical presales,” “CRM,” “demo,” “client onboarding”
- Practice mock discovery calls + FAQs

🌐 **Where to Apply:**

Platform	Description
LinkedIn	“Tech Sales / Pre-sales Engineer – Fresher / Intern”
Naukri / CutShort	Filter for SaaS sales, presales, CRM
AngelList (Wellfound)	Tech startup roles
Company Careers	Zoho, Freshworks, TCS iON, Salesforce, Razorpay, Chargebee

👛 **Job Profile 32: Academic Roles (Teaching / Research)**

Role Summary:

Teaches or researches technical subjects in academia or R&D centers. May involve publication, curriculum design, and mentoring.

Core Tools:

MS PowerPoint, LaTeX, Google Scholar, SPSS, R, Python (optional), ResearchGate, MS Teams, Google Meet, Turnitin

✅ ROUND 1: Subject Mastery + Teaching Aptitude

📌 What's Tested:

- Core subject understanding (CS, Math, Physics, etc.)
- Teaching demo / lecture evaluation
- Communication and explanation skills

📚 Resources:

- YouTube: NPTEL Lectures, MIT OCW
 - UGC NET / GATE materials (if applying for govt roles)
 - Books: Based on domain (e.g., DBMS, AI, Circuits)
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✅ ROUND 2: Research + Content Creation + Evaluation

📌 Topics:

- Paper writing (IEEE format), citation style (APA/MLA)
- Research methodology, survey papers, plagiarism check
- Assignment design, grading rubrics, lab manuals

🔧 Projects:

- Publish a review or short paper on a trending tech topic
 - Create a sample teaching plan (UG-level)
 - Design a quiz using Google Forms or Moodle
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✅ ROUND 3: Publication + Grant Proposals + EdTech

📌 Topics:

- Conference vs journal publications
- UGC CARE / Scopus indexing basics
- Proposal writing for grants (SERB, DST)
- E-learning platform familiarity (Moodle, SWAYAM)

📚 Resources:

- Courses: NPTEL “Research Methodology,” Coursera Research Design
 - Tools: Grammarly, Turnitin, Overleaf for LaTeX
 - Follow: Google Scholar, IEEE Xplore, Academia.edu
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Final Preparation Tips:

- Add 1 published/under-review paper + teaching videos
 - Resume keywords: “curriculum development,” “UGC,” “research methodology,” “peer review”
 - Highlight communication and mentorship skills
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Where to Apply:

Platform	Description
LinkedIn	“Assistant Professor / Research Associate / EdTech Mentor”
FacultyPlus	Teaching vacancies across Indian colleges
UGC CARE / AICTE	Academic notices and job circulars
Company Careers	EdTechs: PW, BYJU'S, Unacademy, UpGrad, NPTEL, IIITs, IITs

Job Profile 33: Entrepreneur / Startup Founder

Role Summary:

Identifies problems and builds scalable solutions through a product or service. Involves leadership, market validation, fundraising, and growth.

Core Tools:

Notion, Canva, Typeform, Stripe/Razorpay, Google Suite, Figma, Glide/Thunkable, Webflow, ChatGPT, Excel, Pitch Deck Templates

ROUND 1: Problem Identification + Market Research

What's Tested:

- Clarity of vision and real-world problem focus
- Market analysis (TAM/SAM/SOM)

- Founder's mindset: resilience, adaptability

Resources:

- Books: “Zero to One,” “The Lean Startup,” “Start with Why”
 - YouTube: Y Combinator Startup School, Raj Shamani, Ankur Warikoo
 - Tools: Google Trends, SurveyMonkey, Typeform
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ROUND 2: MVP Development + Validation

Topics:

- Building MVP with no-code tools (Glide, Bubble, Webflow)
- Early customer feedback, iteration loop
- Landing page design + waitlist collection
- Basic financial model and pricing

Projects:

- Build a one-page MVP + collect user feedback
 - Create a pricing and growth forecast sheet
 - Launch a pilot with 10–50 users
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ROUND 3: Pitching + Growth Strategy + Funding

Topics:

- Crafting a pitch deck (problem, market, solution, team, ask)
- Bootstrapping vs VC/angel funding
- Go-to-market (GTM) + virality loops
- Unit economics, CAC vs LTV

Resources:

- Courses: “How to Start a Startup” – Stanford (YC), UpGrad Founder's Program
 - Tools: Slidebean, DocSend, Crunchbase
 - Communities: Product Hunt, IndieHackers, Headstart
-

Final Preparation Tips:

- Prepare a 10-slide pitch deck + MVP demo

- Resume/LinkedIn keywords: “built from scratch,” “MVP,” “traction,” “user validation”
 - Showcase startup website, user base, metrics, and learning journey
-

Where to Apply (Startup Accelerators/Support):

Platform	Description
Y Combinator / 100X VC	Accelerators for early-stage startups
Inc42 / Entrackr	Startup stories + funding opportunities
LinkedIn	Startup co-founder roles / job creation
T-Hub, NSRCEL, Headstart	Incubation support & mentorship
Local Hackathons / TiE	Build, pitch & validate ideas

Job Profile 34: Government Jobs (via GATE, UPSC, etc.)

Role Summary:

Secures jobs in public sector companies (PSUs), administration, or government tech services by clearing competitive exams like GATE, UPSC, SSC, ISRO, DRDO, etc.

Core Tools:

Books, PDFs, mock tests, OMR sheets, current affairs apps, test series platforms

ROUND 1: Written Exam (GATE/UPSC/SSC)

What's Tested:

- Core technical subjects (GATE: CS/EE/ME, etc.)
- GS, Current Affairs, Reasoning (UPSC/SSC)
- Aptitude + English

Resources:

- GATE: NPTEL, Made Easy, ACE Academy
 - UPSC: Vision IAS notes, Mrunal, Spectrum
 - SSC: Adda247, Testbook
 - Current: The Hindu, PIB, AffairsCloud
-

✓ ROUND 2: Interview / Personality Test

📌 Topics:

- Subject knowledge + real-life application
- Situation-based questions (ethics, administration)
- Communication, integrity, attitude

🔧 Projects:

- Create revision notebook (handwritten formula sheet)
 - Simulate mock interviews via YouTube panels
 - Attempt 20+ full-length test papers
-

✓ ROUND 3: Documentation + Final Selection

📌 Topics:

- Document verification (scorecards, ID, category, DoB)
- Medical test (for some roles)
- Service preference (UPSC/SSC)
- Joining instructions + training phase

📺 Resources:

- YouTube: Study IQ, Examrace, PathFinder
 - Tools: Oliveboard, Unacademy, BYJU'S Exam Prep
 - Strategy: Toppers' interviews, Answer writing techniques
-

📘 Final Preparation Tips:

- Create a 3-phase timetable: foundation, revision, mock
 - Resume not required; focus on consistent test performance
 - Use flashcards, handwritten notes + PYQs
-

🌐 Where to Apply:

Platform	Description
UPSC / GATE Portal	Official exam + application notifications
SSC / DRDO / ISRO	Engineering & science-based central govt jobs

Platform	Description
PSU Websites (IOCL, BHEL, ONGC)	GATE-based recruitment
Employment News	Weekly newspaper for Sarkari job updates
FreeJobAlert / SarkariResult	Centralized updates for all gov exams

Job Profile 35: Consulting Roles (IT + Business)

Role Summary:

Solves client problems with strategy, data, and domain expertise. Works with internal/external stakeholders to deliver digital/business transformation.

Core Tools:

Excel, PowerPoint, SQL (basic), Tableau, Jira, Asana, Case Frameworks, Client Communication Tools

✅ ROUND 1: Aptitude + Business + Communication

📌 What's Tested:

- Logical reasoning, charts, case-based aptitude
- Communication skills + cultural fit
- Business understanding (P&L, ROI, market share)

📚 Resources:

- Books: "Case in Point," "Case Interview Secrets"
 - Platforms: PrepLounge, Victor Cheng Case Library
 - YouTube: Management Consulting Basics (MConsultingPrep)
-

✅ ROUND 2: Case Studies + Data + Slides

📌 Topics:

- Profitability, market entry, pricing, operations
- Making structured recommendations
- Storytelling via slides (consulting format)
- Using Excel/PowerPoint for case solutions

🔧 Projects:

- Solve 10+ mock consulting cases

- Create a 3-slide business strategy deck
 - Analyze Excel data: revenue breakdown, bottleneck issues
-

✓ **ROUND 3: Domain Expertise + Tech Awareness**

📌 **Topics:**

- Industry vertical knowledge (BFSI, Retail, Healthcare)
- Digital transformation (cloud, AI, automation)
- Risk analysis, agile frameworks
- Client-facing experience simulation

📺 **Resources:**

- Courses: Coursera BCG Virtual Internship, Deloitte Consulting Capstone
 - Tools: McKinsey Problem Solving Test, Bain Case Decks
 - Networking: LinkedIn Consulting communities, StrategyCase.com
-

📘 **Final Preparation Tips:**

- Prepare 3–4 solved case studies + Excel strategy sheets
 - Resume keywords: “case interview,” “strategy,” “cost reduction,” “client solutions”
 - Mention business + tech blend (Excel + digital tools)
-

🌐 **Where to Apply:**

Platform	Description
LinkedIn	“Consulting Analyst / Associate – Freshers”
PrepInsta / CutShort	Case-prep + consulting-focused portals
Company Careers	McKinsey, BCG, Bain, ZS, Deloitte, EY, PwC, KPMG
Turing / Flexiple	Remote strategy consulting gigs (contract-based)

👜 **Job Profile 36: Tech Recruiter / HR in IT**

Role Summary:

Responsible for identifying, assessing, and onboarding talent for tech roles. Coordinates interviews, manages ATS, and ensures smooth hiring process.

Core Tools:

LinkedIn Recruiter, Naukri, ATS (Zoho/Greenhouse), HRMS, Google Sheets, Calendly, MS Teams, Boolean Search

✅ ROUND 1: Communication + Recruitment Basics

📌 What's Tested:

- Verbal skills, email writing, HR scenarios
- Understanding job descriptions (JD)
- Recruitment funnel (Sourcing > Screening > Hiring)

📚 Resources:

- YouTube: HR Tutorials – HRPrep, Xobin
 - Books: "The Hiring Prophecies," "Recruit Rockstars"
 - LinkedIn: HR Case Studies, Boolean Search Tips
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✅ ROUND 2: Sourcing + ATS Tools + Scheduling

📌 Topics:

- Boolean search (Java AND SQL AND GitHub)
- Resume screening and shortlisting
- ATS handling (Greenhouse, Zoho Recruit)
- Interview coordination via Google Calendar, Zoom, MS Teams

🔧 Projects:

- Draft 2 job descriptions for tech roles
 - Build a candidate pipeline in Google Sheets
 - Simulate screening and emailing candidates
-

✅ ROUND 3: Employer Branding + Analytics + Policy

📌 Topics:

- Recruitment KPIs (TAT, offer ratio, source efficiency)
- Onboarding checklist + HR docs
- HR policies: Leaves, compliance, benefits
- LinkedIn engagement + employer branding

Resources:

- Courses: Relevel HR, Coursera “HR Analytics” by Wharton
 - Certifications: SHRM, Naukri Recruiter Certification
 - Tools: Google Forms, ATS integrations, Glide HR
-

Final Preparation Tips:

- Showcase sourcing tracker + sample JD creations
 - Resume keywords: “technical recruitment,” “Boolean search,” “ATS,” “hiring pipeline”
 - Build strong LinkedIn recruiter presence
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Where to Apply:

Platform	Description
LinkedIn	“HR / Tech Recruiter – Fresher / Intern”
Naukri / Internshala	Filter for “IT Recruiter,” “HR Intern”
Relevel / HRJobs	Hiring platforms for HR-focused roles
Company Careers	TCS, Zoho, Wipro, Infosys, ZScaler, Chargebee, TechMahindra