




Sales & Business Development Associates with fast growing EdTech

ETOE

 7 - 10 years

 ₹ 4,00,000 - 6,00,000 P.A.

 Chennai, Bengaluru

Job description

Job Summary

We are looking for an energetic self-starter BUSINESS DEVELOPMENT ASSOCIATES to help drive our sales and grow the business with the highest passion and commitment keeping up the image of the organization and ensuring the ultimate mission of Education to Employment.

This is an excellent opportunity with unlimited potential for a self-driven, tenacious, intelligent, articulate, ambitious, and intuitive individual who enjoys the fast-paced work environment and is looking to establish a career in a start-up environment

Responsibilities

- Contact and meet Industries, Colleges, and Students and sell the idea and product.
- Develop and implement sales strategies, client service, and retention plans, and analyse sales data to inform or update marketing strategies.
- Drive client subscriptions and be accountable for revenue generation.
- Able to work independently but within the strategic framework with good business acumen
- Conduct market research and identify potential clients.
- Assist with drafting business plans, sales pitches, presentations, reference material, and other documents as required.
- Assist in determining product pricing and revenue models
- Familiarize yourself with the company's vision and mission, seeking to accomplish set goals and objectives.
- Cultivating strong relationships with new clients, while maintaining existing client relationships.
- Identify new business opportunities and partners.
- Demonstrate strong interpersonal skills with the ability to engage effectively with various levels of management, staff, and clients.

Requirements

- Conduct demos with schools expressing inbound interest
- Negotiate and finalise deals with Colleges
- Achieve sales figures every month
- Passionate about changing the Education to Employment canvas
- Super energetic and driven to spread better learning
- A knack for sales and positioning our product.
- Excellent written and verbal communication skills.
- Efficient at utilizing computer-based tools to accomplish tasks and communicate with others.
- Excellent time management and organisation
- Resourceful, organized and motivated to increase sales, enhance the company's reputation
- A background in sales or marketing is strongly desirable

Education and Experience

MBA / Post-graduate in any discipline.

7- 10 years of prior business development experience in the sales domain.

Experience in Education Industry will be an added advantage

Location:

Bangalore and Chennai

Openings: 10

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Role Sales/Business Development Manager

Industry Type Education, Teaching, Training

Functional Area Sales, Retail, Business Development

Employment Type Full Time, Permanent

Role Category Institutional Sales

Education

UG : Any Graduate in Any Specialization

Key Skills

Direct Sales, Sales Strategy, New Business, Revenue Generation, Marketing, Field Sales, Client Servicing, Business Development, Product Pricing, Education Industry, Corporate Sales, Market Research, Startup