



## HIRING

**Job Role:** Business Development Associate

**Location:** Bangalore

**Salary :** Upto 6.5 LPA

**Duration:** Full Time

**Qualification:** Preferably MBA Marketing/Any other Specialization who has an Internship in Business Development or has done any project in sales.

**Year of Passout:** 2021, 2022 & 2023

**Bond :** NIL

**Shift Timings :** 5.30 pm- 2.30 am IST

### Job Description

- Learn & understand our products, their purpose and our clients.
- Envisage plans and creatively chalk methodologies to reach out to prospective clients.
- Research prospective companies/leads, nurture and engage with them to build a potential sales pipeline.
- Engage with the prospects via multiple outbound channels such as cold emails, cold calls, LinkedIn and leveraging other social media channels.
- Build on qualified opportunities The Requirements - What Skills do I Need?
- Ability to challenge and chase goals and yet have fun at work.
- Entrepreneurial drive—you thrive being part of a small team, rapidly iterating on your approach to unlocking opportunities, and getting your hands dirty to sell.
- Demonstration of intellect, drive, executive presence, sales acumen with an urge to succeed.
- A positive and energetic phone presence that inspires prospects to take the next step.
- Savvy with LinkedIn Sales Navigator and CRM tools.

### Skills:

- Good command over spoken English
- You specialize in the domain that's fast-picking pace and becoming a need for many organizations today.
- Work independently with your chosen methods to drive results
- Phenomenal learning experience with guaranteed self-development & growth.
- No dearth to growing within the business development track. Hence, you shape your career!
- A competitive compensation along with plentiful target-based incentives.
- Great people culture, work environment and freedom of space to set forth your fullest potential.