

Job Role: Associate Business Development

Location: Bangalore

Salary: Upto INR 6.5 LPA CTC (depending on performance in interview and skills)

Duration: Full Time

Qualification: M.B.A (Preferably M.B.A in Marketing)

Year of Passout: 2021, 2022 and 2023

Job Responsibilities:

- As an Associate - Business Development, you will operate to generate leads and interact closely with clients in the North American geography.
- Learn & understand the company's products, their purpose and their 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?

Skills:

- Excellent communication skills in English
- Excellent Presentation Skills
- 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.
- Savvy with LinkedIn Sales Navigator and CRM tools.

Attitude:

- A positive and energetic phone presence that inspires prospects to take the next step.
- Ability to challenge and chase goals and yet have fun at work.
- Demonstration of intellect, drive, executive presence, and sales acumen with an urge to succeed.