

Business Development Trainee

Counsel students and parents across nations through consultative sales models via tele sales. Make aggressive sales to continuously increase revenue.

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Responsibility:

- Daily connecting with prospect leads over call
- Booking personal appointments to convert leads into admission with highest conversion ratio
- Update accurate details for lead in system
- Effectively manage sales process by qualifying leads, understanding customer needs, product selling, convincing and closing sales
- Maintain strong follow-up
- Work as individual contributor to achieve targets
- Generate continuous revenue

Requirements:

- Energetic, confident, ethical personality with go-getter attitude
- Interest in consultative sales and business development with number driven approach
- Good convincing ability
- Excellent communication and pitching skills
- Clear understanding of sales process for selling educational courses
- Identify sales challenges and come up with solutions
- Should be Tech savvy and possess sound knowledge and experience of working on Salesforce
- Be comfortable working in a dynamic and evolving environment
- Ability to handle high pressure and deliver quality
- Maturity to handle rejections

Skills and Competencies:

- Communication
- Time Management
- Data Analysis
- Lead Conversion
- Presentation Skills
- Persuasion
- Upselling
- Patience
- Building Rapport
- Engagement

Salary

- 3.6 LPA (Fixed) + 2 LPA (Variable)

Work Location

- Noida / Bangalore