

Business Development Executive

Location: Bhubaneswar

Who are we? Aveti Learning is an innovative EdTech company focused on improving learning outcomes at scale using world-class content and a smart digital platform to enable teachers and students. We collaborate with private and government schools to promote digital content adoption and teacher capacity building. We have developed supplemental digital educational resources for K12 students including lesson videos and interactive assessments according to the syllabus mandated by state and CBSE Board. Our world-class learning solution includes

- 1. World Class Content :** Interactive grade-appropriate digital content to supplement classroom teaching.
- 2. Smart Class Technology:** Technology should be easy, powerful, yet affordable. So, we have created an intuitive 3 clicks learning management system that works for all teachers in most remote areas without Internet.
- 3. Tools to Empower Teachers:** Our teachers need support to keep them focused on the important task of teaching. So, we built tools to do all the heavy lifting so that teachers can teach.
- 4. Learning App for Students:** Learning should not just stop after school hours. So, we built learning app to enable students get the much-needed extra help via Aveti Learning app
- 5. Aveti X:** Not all students get the opportunity to learn from the best teachers. So, we created AvetiX to provide a platform to connect the best educators to students online.

We currently impact close to 1400 schools, 14,000 teachers, 200,000 students with visible impact on learning. Watch [Bringing World Class Education to Forgotten Children of Rural India](#) to know and visit <https://avetilearning.com/p/> to know more about our work and team

What is the role? As a Business Development Executive, you will be a key member of our sales team. You will be responsible for generating new business by identifying and prospecting potential clients, presenting our products or services to them, and closing deals.

- Owning and delivering new revenue and cash goals for “hunting” new business opportunities including sourcing leads, pitching to key stakeholders, drafting proposals, contract negotiations and cash collection
- Owning and delivering retention and upgrade goals for ‘farming’ existing business opportunities including managing existing clients, resolving service issues in coordination with the operations team, ensuring contract renewals and pitching service upgrades
- Managing sales pipeline, process and team including managing a CRM database of business opportunities, actively managing sales pipeline to prioritize opportunities. Manage the team by setting weekly-monthly quarterly goals, defining pre-sales activities, ongoing training and coaching on the field.



Who are we looking for? You will be a great fit for this role if you are highly driven and result-oriented. sales professional in generating revenues for an education. You would have to thrive in a dynamic environment that requires a high degree of personal ownership and the ability to roll up your sleeves to deliver results. Specifically, **we are looking for:**

- **Education & Work Experience:** Bachelor or MBA degree from a reputed institute with 0–2 years of solid sales experience in any education sector, Ed–tech company, bank & Insurance, etc.
- **Business Skills:** Strong sales acumen including strong verbal & written communication, negotiation & deal closure ability, and contract management know–how. Consistent track record of delivering sales targets.
- **Mindset and Values:** Go–getter with exceptional drive, confidence, and ability to persist in the face of challenges. Yet with a truthful value system including transparency, honesty, and ethics. Ability to learn from mistakes, take feedback and grow professionally.

What do we offer?

Aveti offers a competitive compensation program that includes a fixed salary, generous performance–linked incentives.

