

sklr edtech private limited

JOB DESCRIPTION - BUSINESS DEVELOPMENT TRAINEE

Greetings from Skolar!

This is an expression of an interest in participation in the recruitment process at your college for the final year students.

Company Profile: Skolar aims to provide the finest project based education to learners, helping them in getting placed in their dream companies by providing them with the right training and path to outperform their interviews. We dedicate our platform to providing you with the very best mentorship on our courses, with an emphasis on Interactive learning style, a great mentorship workaround, and affordability across all the courses thus helping students achieve more holistic education and prepare them for better career opportunities.

Designation: Business Development Trainee

Eligibility: Graduation/Post Graduation (Minimum 50%)

Roles and Responsibilities:

- Work closely with the Sales and Marketing team in assisting the growth of the business by acquiring new business leads.
- Pitch and promote SKOLAR's services to prospective clients
- Career counselling of prospective students and understanding their learning objectives to offer relevant products to them Build sales leads through referrals and cold calling to generate sales (monthly target/revenue oriented)
- Collaborate with the Sales and Marketing team to plan and oversee new marketing initiatives Set up meetings to prepare and deliver pitches to prospective clients
- Follow up with potential clients
- Work with team members to identify and manage risks

Job Skills & Qualification:

- Graduation in any degree Strong communication skills
- Critical and out-of-the-box thinking
- Excellent organisational and leadership skills
- Ability to perform well under pressure in a fast-paced environment ability
- to work in a target driven environment.

Working Days: 6 days work/week (Saturday and Sunday Mandatory working)

Probation Period: 4 Months



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PACKAGE

During Training/Probation Period: INR 18,000 + up to INR 15,000 (Incentives). (First 10 days Unpaid):Candidates will undergo a 10 Days training period.

Post Training/Probation Period: 6 to 9 LPA (Based on performance during Probation period). TheBenefits and Perks of Becoming a BDA/BDE Incentives are given out on a monthly basis, with top performersreceiving bonuses and recognition.