



# AcmeGrade

## ABOUT

**AcmeGrade is a Platform that utilizes advanced modern techniques to enhance practical oriented knowledge among potential clientele in India and abroad for various educational domains and plays a major role in research and development of products and teaching aids to supplement education, and to enhance education by developing Products using latest technologies and tools using different mediums.**

**AcmeGrade focuses on ensuring our clients advanced exposure to Expertise from High-end industries through Mentorship Programs of guidance and assistance in Technical and Management domains through its AI based platform.**

**Observing the application and advantages of practical and specialized knowledge, AcmeGrade hopes to provide a platform to bridge the gap between Real time experience and theoretical applications by connecting the potential clients with Major Industries and Industrial Experts. AcmeGrade wishes to maintain a benchmark for its Certifications and benefits provided to the clients and to make the programs opted as beneficial as possible to the clients who take a part in it. In order to do so, AcmeGrade is enhancing its reach with Renowned Industries and Universities around the Country including IIT Bombay and Autodesk and many more.**

**AcmeGrade looks for Passionate, Confident and Self-Motivated Enthusiasts to play an integral part in improving the value of Advanced Educational Technologies by understanding and adapting with the current socio-economic environment.**

# **JOB DESCRIPTION**

## **Job Role: Business Development Associate**

The role is to maximize the efficiency of Practical Oriented Knowledge in Domains of Technology and Management among Potential Clientele Ranging from Undergraduates to Graduates in the field of Engineering and Commerce. AcmeGrade deals with a series of Products and Services that benefits its Customers Practically as well as Academically in their fields of Interest and as a BDA (Business Development Associate), You are expected to find Potential Clients that fits the description, understand their difficulties, find their passion and interests and guide them to understand how AcmeGrade can help them cross their hurdles and reach their goal through AcmeGrade's platform.

## **Roles and Responsibilities:**

- 1. Work closely with the Sales and Marketing Team in assisting the growth of the business by acquiring new business leads.**
- 2. Pitch and promote AcmeGrade's services to prospective clients.**
- 3. Career counsel prospective students. Understand their learning objectives and offer them relevant AcmeGrade Products**
- 4. Collaborate with the Sales and Marketing team to plan and oversee new marketing initiatives**
- 5. Set up meetings and follow up with potential clients.**

## **Preferred Competencies and Skills:**

- 1. Must have Strong communication and interpersonal skills.**
- 2. Must be detail-oriented, go-getter and a fast learner.**
- 3. Critical and out-of-the-box thinking.**
- 4. Strong organizational and leadership skills.**
- 5. Ability to perform well under pressure.**

## **Recruitment Process:**

- 1. Aptitude Test.**
- 2. Group Discussion (GD) Round.**
- 3. Personal Interview (VIRTUAL MODE).**

## **Eligibility:**

**All B.E / B. Tech / BBA / MBA and Other Branches.**

## **Offer Type:**

**Internship / Internship + Placement.**

## **Internship Duration:**

**6 Months.**

## **CTC:**

**6-8 LPA, consisting of 4-6 LPA fixed and 2 LPA variables.**

## **Internship Stipend:**

**18,000/- per month.**

## **Job Location:**

**Bangalore.**