

Roles and Responsibilities: Business Development Associate/ Executive

- ** Identify and develop strategic relationships with potential customers.
- ** Develop a strong pipeline of new customers through direct or indirect customer contact and prospecting.
- ** Ongoing monitoring and analysis of pipeline to review performance & optimize accordingly to ensure objectives are met.
- ** Maintaining strong follow-ups and regular feedback calls.
- ** Creating lead engagement plans and strategy.
- ** Studying the details of each offer and remaining abreast of updates to these offerings. Efficient and effective lead utilization with consistent follow up, low Turn- Around-Time (TAT) and increased connectivity with multiple attempts.
- ** Update and create tailored client proposals and negotiate further to close the deals Building cross-discipline relationships in the organization, partnering closely with the growth and marketing team, providing feedback and insights.

Skills Preferred:

- ** Excellent verbal and written communication skills.
- ** Ability to persuade and negotiate.
- ** Able to work in a team.
- ** Self-motivated and able to handle pressure

Interview Rounds:

- ** Group Discussion
- ** HR Round
- ** **Stipend for BDA(UG)** - INR 15,000 + INR 10,000 (variable incentives)-Probation (Internship) of 6 months and full-time job role based on performance.
- ** **Stipend for BDE(PG)** - INR 18,000 + INR 10,000 (variable incentives)-Probation (Internship) of 6 months and full-time job role based on performance.
- ** **CTC After Probation:** 4 to 6 CTC
- ** **Qualification:** Any Graduate / PG