

Movidu Technology Private Limited – For Business Development

About the Company:

Movidu is an innovative company that works with both B2B and B2C sectors. In the business to-business (B2B) side, Movidu creates tech products for small scale companies. On the other hand, in the business-to-consumer (B2C) area, Movidu acts as an aggregator, connecting companies with recent graduates and these companies provide exciting opportunities like live projects and industrial workshops for personal and professional development.

Role Overview:

This role involves identifying new business opportunities, building strong client relationships, and developing strategies to expand our market presence. The ideal candidate will have a strong understanding of sales processes, excellent communication skills, and the ability to translate market trends into actionable growth strategies.

As a Business Development professional, you will work closely with cross-functional teams to create partnerships, negotiate contracts, and ensure long-term value creation for both clients and the company.

Key Responsibilities:

1. Identify and research potential clients, markets and business opportunities.
2. Develop and maintain strong relationships with clients, partners and stakeholders.
3. Generate leads through networking, cold calling and market analysis.
4. Create and execute strategic plans to expand the company's customer base.
5. Monitor industry trends, competitors and market demands.
6. Prepare reports on business performance, revenue growth.
7. Develop and execute sales strategies to achieve revenue targets.

Eligibility Criteria:

"Candidates must have a minimum of 60% aggregate throughout academics and be pursuing or holding qualifications such as B. Tech, B.E., BBA, BCA, MBA, or equivalent degrees."

- A minimum of 60% aggregate throughout academics.
- BTech, BE, BBA, BCA, MBA, Degree Students.



Required Skills and Competencies:

- 1.Strategic Thinking: Ability to identify growth opportunities and develop long-term strategies. Strong analytical skills to assess market trends and competitive landscapes.
- 2.Communication Skills: Excellent verbal and written communication to effectively pitch ideas and products. Strong negotiation and presentation skills.
- 3.Problem-Solving: Address challenges with innovative and practical solutions. Strong decision-making skills under pressure.
- 4.Market Research: Skilled in gathering insights to identify target markets and customer needs. Proficiency in competitive analysis.

Available Opportunity:

- Training + Internship + Placement Offer
- Training Duration- 15 days (Unpaid)
- Internship Duration- 6 Months

Address:

Noida – Ground Floor, H-211/63, Lohia Rd, H Block, Sector 63 Noida, Uttar Pradesh, 201309.

Learning Opportunities:

- Hands-on experience with industry tools.
- Direct mentorship from senior leaders.
- Completion Certification / Letter of Recommendation/Experience Certificate
- Real-world exposure to sales strategy & business growth.



Remuneration Details:

- After successful completion of Internship period CTC, we offer INR 6–9 LPA Based on your performance
- An increment in the stipend will be implemented upon achieving the specified target.

| Job Role | Location | Duration of Internship | Stipend/Month in INR (Fixed+ Incentives) | PPO |
|----------------------|----------|------------------------|--|---|
| Business Development | Noida | 6 Months | 15000(Fixed) + ~15000(Variable) | After 6 months of Internship, PPO of 6 – 9LPA Will be offered based on performance. |

Remuneration & Role Overview:

| Component | Details |
|--------------------------------------|--|
| Job Role | Business Development |
| Location | Noida |
| Duration of Internship | 6 Months |
| Stipend (Fixed) | ₹15,000 per month |
| Stipend (Variable/Incentives) | Up to ₹15,000 per month |
| Total Potential Stipend/Month | ₹30,000 (Fixed + Variable) |
| PPO (Pre-Placement Offer) | After 6 months of internship, PPO of ₹6 – 9 LPA based on performance |

Point of Contact:

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