

## Business Development Executive

### Exciting Business Development Executive Opportunity at iGuru: Your Pathway to Professional Excellence!

Are you ambitious, proactive, and keen on making a mark in the business world? iGuru, an innovative SaaS company based in Hyderabad, is looking for a Business Development Executive who is ready to take on the world of educational technology!

#### About iGuru

Established in 2017, iGuru specializes in educational technology. Our flagship products are iGuru School Management Software, which simplifies and streamlines school administration, and iGuruPrep, a tailored learning system for students in grades 6-12 preparing for competitive exams.

#### The Role

As a Business Development Executive, you'll play a crucial role in expanding our reach and impact. You will be the bridge between our innovative solutions and the educational institutions that need them. Here's what your journey will entail:

- Identifying and engaging potential clients, understanding their needs, and presenting tailored solutions.
- Collaborating with the marketing and product teams to develop strategies that align with market trends and client expectations.
- Participating in networking events and workshops, expanding your professional horizon.
- Gaining hands-on experience in lead generation, client relationship management, and negotiation.

#### What We Offer

- A platform to hone your business acumen in a real-world setting.
- Exposure to the vibrant world of EdTech and the opportunity to work with cutting-edge technology.
- Mentorship from experienced professionals and an opportunity to develop a wide range of business skills.
- A potential path to a full-time role based on performance and fit with our team.

## Who You Are

- A self-starter with a passion for business development and technology.
- Excellent communication and interpersonal skills.
- Eager to learn, take initiative, and thrive in a fast-paced environment.
- A problem-solver who can think on their feet and adapt to new challenges.

## Join Our Team

**Location:** Hi-Tech City, Hyderabad, India.

**Qualifications:** Pursuing or completed a degree in Business, Marketing, or a related field

## Benefits

- Employee first culture
- Competitive salary: iGuru offers a competitive salary package that reflects the candidate's skills, experience, and qualifications.
- Health insurance: The candidate will be eligible for health insurance coverage.
- Professional development: iGuru is committed to helping its employees grow and develop professionally.
- Collaborative work environment: iGuru promotes a collaborative work environment where employees are encouraged to share ideas, work together, and support each other.

**Seize this opportunity to grow, learn, and succeed at iGuru!**

Send your resume to [careers@iguru.guru](mailto:careers@iguru.guru) and join a mission that matters. Dare to make a difference!