



*'Leading Education Technology Company'*

## **Job description For “Business Development Trainee/Associate”**

### **About Us-**

Intellipaate is the leading global online professional training provider and create courses in collaboration with top MNCs and universities such as IIT Madras, IIT Roorkee, IIT Guwahati, IBM, Microsoft, etc., with more than 1 Million learners and 200+ corporates across 55+ countries learning on our platform. We are offering some of the most updated, industry-designed certification training programs which includes courses in Big Data, Data Science, Artificial Intelligence and 150 other top trending technologies.

We help professionals make the right career decisions, choose the trainers with over a decade of industry experience, provide extensive hands-on projects, rigorously evaluate learner progress and offer industry-recognized certifications. We also assist corporate clients to upskill their workforce and keep them in sync with the changing technology and digital landscape.

### **Responsibilities Include:**

- Calling the leads provided in the CRM and understanding their requirements of career up-skilling and pitch the right course as per their needs.
- Consistently achieve revenue targets in line with team/organizational objectives.
- Proactively identifying cross-selling/up-selling opportunities with existing customers.
- Identifying references through the existing customer base to increase the sales pipeline.
- Should be maintaining all customer interactions in the CRM.
- Should have decent exposure working with any CRM like Salesforce, Zoho, etc.
- Managing all pre-sales to post-sales support activities for the assigned leads.
- Follow up on leads and conduct research to identify potential prospects.
- Consistently achieve revenue targets in line with team/ organizational objectives.
- To understand customer requirements in the geography assigned and future product portfolio improvement based on past customer feedback.

**Skills Preferred:**

- Excellent spoken and verbal skills
- Ability to persuade and negotiate
- Ability to work under stress
- Ability to work in a team
- Fast-learner, keen on details, and self-motivated

**Qualification:** Any Graduation / Post Graduation

**Number of working days-** 6 days

**Working Hours-** Total 9 Hours Including 1 hour Break Total productive Hours is 8 hours

**Compensation:****For Both Interns and Full Time Employees:**

**22000** In hand Fixed salary for Six Months

@ this six months period you can earn the Performance Based Incentives up to 15000 per month

Once you Completes your six months of training period the CTC will be 7, 25,000(Seven Lakh and

Twenty Five Thousand Rupees)In which 3,62,400 Fixed + 3,62,600 Performance Based Incentives =

Total 7,25,000

Your First Month salary will be on Hold and will be released along with your Fourth Month Salary

You will receive your second and Third Month On Time but Only the 1<sup>st</sup> Month Will be Processed along with the 4<sup>th</sup> Month Salary this is just For the Retention purpose as per the Company Norms Will be same

For all the Employees (Interns + Full Time)

**Note:**

No Agreement, Bond or Contract will be taken from Company side if you want to leave the company @ any point of time you just want to serve the notice period and you can relieve from us.

Company will provide leaves only for Final Examinations not for Internals and No Preparatory Leaves allowed

It's Purely Work from Office No work from Home is provided and our office is located @ Primeco Towers, Arekere ,Bangalore, so who are agreeing for the same can apply.

**Our Location:**

6<sup>th</sup> Floor, Primeco Towers, Arekere Gate Junction, Bannerghatta Main Road, Bengaluru,

Karnataka 560076

[www.intellipaat.com](http://www.intellipaat.com)

Feel free to contact us for any Queries @ ---[HR@Intellipaat.com](mailto:HR@Intellipaat.com)