



## **Job Description**

### **Business Development Associate**

#### **Industry:**

Edutech / E-Learning

#### **Company Overview:**

InternsElite Edutech is an innovative leader in the Edutech domain, empowering learners worldwide with high-quality, accessible, and practical education. Established with a vision to bridge the skill gap and enhance career growth, we are committed to providing AI-driven learning experiences that redefine education standards. Join a team of passionate, ambitious professionals dedicated to shaping a future where knowledge unlocks success.

#### **About the Role:**

As a Business Development Associate at InternsElite Edutech, you will play a pivotal role in driving the growth and success of our organization. Your responsibilities will involve building meaningful relationships, identifying opportunities, and converting leads into loyal customers.

You will collaborate with a dynamic team passionate about education, sales strategies, and client success. With structured training and abundant

opportunities for growth, this role will enable you to unlock your potential and contribute to a rapidly growing organization.

### **Roles and Responsibilities:**

#### **1. Identifying Potential Clients & Partnerships**

- Conduct market research to uncover leads and opportunities.
- Engage actively with educational institutions, professionals, and learners.
- Utilize networking platforms, outreach campaigns, and events to drive growth.

#### **2. Understanding Client Needs**

- Communicate effectively and listen actively to understand client goals.
- Analyze challenges to offer customized solutions from InternsElite Edutech.

#### **3. Advising Suitable Programs**

- Recommend relevant courses aligned with client objectives.
- Highlight InternsElite Edutech's innovative offerings to support career growth.

#### **4. Driving the Sales Process**

- Manage the complete sales cycle from lead generation to deal closure.
- Deliver compelling presentations, address objections, and negotiate successfully.

#### **5. Relationship Management**

- Build and maintain strong relationships with clients.
- Resolve concerns proactively and explore upselling and cross-selling opportunities.

## 6. Meeting Sales Goals

- Achieve monthly sales and revenue targets.
- Track performance, refine strategies, and ensure consistent results.

### Skills Required:

- Bachelor's or Master's degree in any discipline
- Strong communication and interpersonal skills
- Thrive in fast-paced, dynamic startup environments
- Quick to adapt to sales strategies and target-driven goals

### Job Details:

Location: Bangalore, Karnataka

Working Days: 6 days a week (Saturdays and Sundays mandatory)

Probation Period: 6 months

### Stipend:

- For UG ₹15,000 PM + ₹10,000 incentives during probation.
- For PG ₹17,000 PM + ₹10,000 incentives during probation.

PPO Opportunity (UG): CTC ₹4 to ₹6 LPA (Based On Performance)

PPO Opportunity (PG): CTC ₹6 to ₹8 LPA (Based On Performance)

### Why Join Us?

- Collaborate with an ambitious and like-minded team.
- Gain hands-on experience in the Edutech industry.
- Contribute to transforming the global education landscape.
- Huge earning potential with performance-linked incentives.

## **Employee Benefits:**

At InternsElite Edutech, we recognize the hard work and dedication of our employees. Here are some benefits that come with being a part of our team:

- Competitive salary package with an attractive incentive structure.
- Performance-based bonuses and rewards.
- Flexible work arrangements post-probation (based on performance).
- Supportive and dynamic work environment.

We believe in building an inclusive and rewarding workplace that drives innovation and success for both our employees and clients.

For more information, reach out to us at: **infohr@internselite.com**

**Website: <https://internselite.net/>**