

Airkrit India Pvt. Ltd.

D-160, Dwarka, New Delhi – 110075

CIN - U85499DL2023PTC423549

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AIRKRIT INDIA PVT. LTD.

EDUCATION TO EMPLOYMENT

Where Learning Meets Real-World Execution

Job Descriptions — Open Roles

About Airkrit India Pvt. Ltd.

Airkrit India Pvt. Ltd. (formerly Edulyt India) is a fast-growing EdTech and Analytics Consulting company headquartered in New Delhi, focused on bridging the gap between education and employment. We provide industry-focused training, internships, certifications, and placement readiness programmes across domains such as Artificial Intelligence, Machine Learning, Data Analytics, Data Science, Python, SQL, SAS, Power BI, and Financial Analytics. We work closely with colleges and universities across India, building formal tie-ups and collaborations that empower students to gain real-world skills and launch meaningful careers. We are now expanding to Bangalore — and this is your opportunity to be part of that journey.

Open Positions at a Glance

Role	Department	Location	Openings	Job Type
Business Development Executive (BDE)	Sales & Marketing	Bangalore	10	Full Time

Business Development Executive (BDE)

Department	Sales & Business Development
Openings	10 Positions
Reports To	Team Lead – Sales & Marketing
Location	Bangalore
Employment Type	Full-Time
Experience	0–2 years (Freshers with strong drive are encouraged to apply)
CTC / Stipend	Performance-Based (No Fixed Salary — Unlimited Earning Potential)

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Role Overview

The Business Development Executive will be the frontline sales force of Airkrit India, working from Bangalore office. BDEs will be responsible for generating leads, engaging students and colleges, and converting prospects into enrolments for Airkrit India's courses and internship programmes. This is a high-energy, target-driven role with no ceiling on earnings — your income is directly proportional to your performance.

Key Responsibilities

- Identify and reach out to prospective students and colleges via phone, email, WhatsApp, and social media
- Pitch and sell Airkrit India's courses and internship programmes to students and institutions
- Generate and follow up on leads provided by the marketing team as well as self-sourced leads
- Build and maintain relationships with college TPOs, student coordinators, and faculty
- Achieve and exceed monthly enrolment and revenue targets
- Update CRM with accurate lead status, follow-up notes, and deal outcomes daily
- Coordinate with the Operations team for smooth student onboarding post-conversion
- Participate in virtual team meetings, training sessions, and performance reviews
- Share market feedback and competitor insights with the Sales & Marketing team

Requirements & Qualifications

- Graduate in any discipline (pursuing graduation students may also apply)
- Strong communication skills in English and Hindi / regional language
- Self-motivated, target-driven, and comfortable working from office
- Basic proficiency in WhatsApp, email, Google Sheets, and video calling tools
- Prior experience in sales, telecalling, or EdTech is an advantage but not mandatory
- Laptop / smartphone and a stable internet connection required

Key Skills

- Lead Generation & Prospecting
- Sales Pitching & Conversion
- Relationship Management
- CRM & Pipeline Tracking
- WhatsApp & Digital Outreach
- Target-Oriented Selling
- Communication & Negotiation
- Self-Management & Remote Working

How to Apply

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Interested candidates can share their updated resume at:

hr@airkrit.com

And fill the provided google form

Please mention the role you are applying for in the subject line.

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