



www.careerdomain.org
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Career Domain invites you for the internship program in one of the prominent EdTech start-ups in India & to be the part of revolution of Indian Education sector. We are looking for the young minds who wish to bring reforms in people's lives through education & help in nation building.

Kindly find the job description attached below.

Job Description

Business Development Intern

We are looking for **Smart**, **Innovative**, and **Self-driven** people to join us on the journey of revolutionizing the education sector.

As a Business Development Person, you will be working alongside the top-level management in a high-growth journey start-up.

You will be responsible for the complete growth funnel from user acquisition, activation, retention, referral to conversion. Your responsibilities include but will not be limited to:

- Generating leads from the provided resources.
- Following up on the leads.
- Making sales & Generating Revenue.
- Actively participating in increasing the user base & engagement on metrics-oriented approach.
- Closely work with the product team to get the right product mix.
- Getting feedback for finding out the product development scope.
- Multitasking and working cross-functionally with different business units.
- Efficiently plan and organize virtual meetings with clients to achieve organizational goals.
- Maintain a systematic record of all the ongoing operational activities.

- Identifying top channels and running organic experiments to drive growth.
- Develop and innovate mechanisms to achieve a high standard of operational efficiency.

Qualification

- 1 years of Business Development experience in any domain (Preferred).
- Minimum 7.5 CGPA with no backlogs.
- Specific ‘Sales/Client Relation’ experience in Tech industry (Preferred).
- Fluent in English - written and spoken with a passion for technology.
- Strong sense of initiative and personal leadership, self- starter.
- Strong business acumen, ethics and high integrity.
- Excel at developing relationships over the phone.
- Must be organized, articulate and detail-oriented with the ability to multitask in a dynamic, fast-changing environment.

Skills Required

- Excellent Oral & Written Communication (English & Hindi)
- Teamwork
- Self-Driven
- Telephony
- Analytical Skills
- Multitasking
- Easily Adaptable
- Decision Making
- Presentative
- Assertive
- Professional & Dedicated

Our Benefits Include

- High Performance based Stipend & Incentives (10K-15K).
- Friendly & Happy working Environment/Work from home.
- You will be directly associated with the top-level management.
- You will gain experience of a start-up environment & how things work in top level management.

Visit,

<https://www.careerdomain.org/jdbdi>

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