

<b>Organization:</b>	<b>INTELLIPAAT</b>
<b>Job Title:</b>	<b>Business Development Trainee/Associate</b>
<b>CTC:</b>	<b>5,00,000 Fixed + 4,00,000 Performance Based Incentives</b>
<b>Location:</b>	<b>Bangalore</b>
<b>Departments Eligibility:</b>	<b>ALL</b>
<b>Course Eligibility</b>	<b>BBA/B.COM/MBA</b>
<b>Student Gender Preference:</b>	<b>Male/Female</b>

### General Job Description

- 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.

### Eligibility

Management/Commerce

BBA/B.COM/MBA

Fresher

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.

Students from passing out year 2025 can only apply

**Job Reviewed by: Director, Training & Placement**

**Job Approved by: Director, Training & Placement**

**Job opportunity provided through: Training and Campus Placement Department**

**Date: 14/05/2025**