

<b>Organization:</b>	<b>Unacademy</b>
<b>Job Title:</b>	<b>Business Development Executive</b>
<b>CTC:</b>	<b>3LPA + Incentives</b>
<b>Location:</b>	<b>Noida</b>
<b>Departments Eligibility:</b>	<b>COMMERCE &amp; MANAGEMENT</b>
<b>Course Eligibility</b>	<b>BBA &amp; B.COM</b>
<b>Student Gender Preference:</b>	<b>Male/Female</b>

## General Job Description

- Generate leads through calls, referrals, and social media outreach.
- Connect with potential learners and clearly explain course offerings and value propositions.
- Conduct follow-ups to convert leads into enrollments.
- Achieve daily and monthly targets for outreach and conversions.
- Maintain accurate records of interactions and lead status in CRM tools.
- Collaborate with internal teams to deliver a seamless onboarding experience for learners.

## Eligibility

Commerce & Management

BBA/B.COM

SPECIALIZATION – MAREKTING

Fresher

Strong verbal and written communication skills.

Ability to handle objections and close sales effectively.

Basic understanding of the Ed Tech domain is a plus.

Freshers with a willingness to learn and grow are highly encouraged to apply.

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

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

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

**Date: 10/09/2025**