Srinath University
अध्ययन • अनुशासन • अनुग्रहण

JOB DESCRIPTION

INTERNZ VALLEY

Organization:	**INTERNZVALLEY**
Job Title:	**BUSINESS DEVELOPMENT ASSOCIATE**
CTC:	**7.5 LPA**
Location:	**BENGALURU**
Departments Eligibility:	**MANAGEMENT/COMMERCE**
Course Eligibility	**BBA,MBA,BCOM**
Student Gender Preference:	**ALL**

General Job Description
• Generate leads through cold calling, referrals, social media, and digital channels. • Identify and qualify potential students based on their interests and requirements. • Communicate with prospective students to understand their academic background and career goals. • Explain internship programmes, benefits, duration, certifications, and career opportunities. • Guide students in selecting the most suitable internship programme. • Conduct regular follow-ups with leads to increase enrolment conversions. • Handle student queries related to programme structure, fees, certifications, and payment options. • Maintain accurate records of leads, follow-ups, and enrolments.

Preferred Skills
• Excellent communication and interpersonal skills. • Strong convincing and counselling abilities. • Good presentation and negotiation skills. • Comfortable with cold calling and inside sales. • Target-oriented and self-motivated. • Ability to handle customer/student queries professionally. • Basic knowledge of MS Office/Google Workspace. • Strong follow-up and relationship-management skills. • Willingness to work from the office.

Eligibility
MANAGEMENT/COMMERCE
Specialization **BBA,MBA,BCOM**
Fresher

Job Reviewed by: Senior Director, Training & Placement
Job Approved by: Senior Director, Training & Placement
Job opportunity provided through: Training and Campus Placement Department

DATE:-15.07.2026