Srinath University
अध्ययन • अनुशासन • अनुग्रहण

# JOB DESCRIPTION

UNLOX

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| **Organization:** | **UNLOX ACADEMY** |
| **Job Title:** | **BUSINESS DEVELOPMENT ASSOCIATE** |
| **CTC:** | **5LPA** |
| **Location:** | **BENGALURU** |
| **Departments Eligibility:** | **MANAGEMENT/COMMERCE** |
| **Course Eligibility** | **BBA,BCOM** |
| **Student Gender Preference:** | **ALL** |

| **General Job Description** |
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| • Client Interaction & Engagement: Connect with prospective learners and institutional partners to understand their needs and recommend the right learning Paths.<br>• Revenue & Growth Enablement: Strategically drive business outcomes by Promoting Unlox's programs to meet performance and revenue targets.<br>• Advisory & Consultation: Act as a trusted advisor to learners and clients, guiding Them in their up skilling and career journey.<br>• Relationship Management: Build and maintain long-term partnerships with clients And educational institutions.<br>• Market Intelligence: Analyze industry trends, learner behavior, and competitor Landscape to inform strategies.<br>• Cross-functional Collaboration: Work closely with teams like marketing, product, And operations for seamless execution.<br>• Reporting & Optimization: Maintain accurate records of outreach, conversions, and Feedback for data-driven improvements. |

| **Preferred Skills** |
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| • Strong communication, interpersonal, and consultative skills<br>• Confidence in client-facing roles with a problem-solving approach<br>• Target-driven mindset with an eye for opportunity<br>• Adaptability in a dynamic, high-growth environment<br>• Passion for education and making a real-world impact |

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

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

**DATE:-30.07.2026**