Srinath University
अध्ययन • अनुशासन • अनुग्रहण

JOB DESCRIPTION

Organization:	**INTERNSELITE**
Job Title:	**BUSINESS DEVELOPMENT ASSOCIATE**
CTC:	**8 LPA**
Location:	**Bangalore**
Departments Eligibility:	**MANAGEMENT/COMMERCE**
Course Eligibility	**BBA/MBA/BCOM**
Student Gender Preference:	**ALL**

General Job Description

- Conduct market research to identify potential clients, leads, and business opportunities.
- Engage with educational institutions, professionals, learners, and other prospective clients.
- Generate leads through networking platforms, outreach campaigns, and events.
- Understand client requirements, goals, and challenges through effective communication.
- Recommend suitable courses and programs based on client needs.
- Explain the company's educational offerings and highlight their career benefits.
- Manage the complete sales cycle, from lead generation to conversion and closure.
- Conduct presentations, handle client objections, and negotiate effectively.
- Build and maintain strong relationships with existing and prospective clients.
- Address client concerns and provide timely solutions.
- Identify opportunities for upselling and cross-selling.
- Achieve monthly sales and revenue targets.
- Track individual performance and continuously improve sales strategies.

Preferred Skills

- Excellent communication and interpersonal skills.
- Strong convincing and negotiation abilities.
- Customer-oriented approach with good relationship-management skills.
- Ability to understand customer requirements and recommend suitable solutions.
- Target-oriented and self-motivated.
- Quick learner with the ability to adapt to different sales strategies.
- Comfortable working in a dynamic startup environment.
- Strong presentation and problem-solving skills.

Eligibility
MANAGEMENT/COMMERCE
Specialization **BBA/MBA/BCOM**
Fresher
Technical skills, attention to detail, problem-solving, and communication skills.
Meeting minimum age requirements, typically 18 years old.

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