JOB DESCRIPTION

Organization:	**CORIZO EDUTECH**
Job Title:	**Business Development Associate**
CTC:	**6.5 LPA**
Location:	**GURUGRAM**
Departments Eligibility:	**MANAGEMENT**
Course Eligibility	**MBA,BBA**
Student Gender Preference:	**ALL**

General Job Description

- Strategic Customer Engagement: Identify and develop strong relationships with potential customers.
- Lead Management: Build and maintain a solid sales pipeline through proactive prospecting and customer outreach.
- Sales Optimization: Monitor and analyze pipeline performance, ensuring sales objectives are met efficiently.
- Client Communication: Maintain consistent follow-ups and feedback calls to improve engagement and conversions.
- Lead Engagement Planning: Develop tailored client engagement strategies to maximize success rates.
- Product Knowledge: Stay up-to-date with Corizo's offerings and market trends to provide the best solutions.
- Sales Closing: Create customized client proposals, negotiate deals, and close sales effectively.
- Cross-Team Collaboration: Work closely with the Marketing & Growth teams, providing insights and feedback for continuous improvement.

Preferred Skills

- Strong Communication Skills – Excellent verbal and written communication to effectively engage with Students, academic partners, and internal teams.
- Leadership & Team Management – Ability to mentor, motivate, and manage large groups of student Ambassadors across diverse campuses.
- Marketing Know-How – Creative thinking with a basic understanding of social media, digital Marketing, and event-based promotions.
- Networking & Relationship Building – Strong interpersonal skills to build lasting relationships with Educational institutions and student communities.
- Problem-Solving Attitude – Quick thinker with a proactive approach to resolving challenges and Adapting to dynamic situations.

Eligibility
MANAGEMENT
Specialization **MBA,BBA**
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:-19.06.2026