Srinath University
अध्ययन • अनुशासन • अनुग्रहण

JOB DESCRIPTION

AVERIXIS SOLUTIONS

Organization:	**AVERIXIS SOLUTIONS PVT. LTD.**
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

- Generate and qualify leads through cold calling, referrals, digital platforms, and other channels.
- Connect with prospective customers to understand their needs, requirements, and business goals.
- Present and explain products/services, highlighting their features, benefits, and value.
- Conduct regular follow-ups with prospects through calls, emails, and online meetings.
- Build and maintain strong customer relationships to support business growth.
- Handle customer queries, objections, and concerns in a professional manner.
- Convert qualified leads into sales and successful business opportunities.
- Maintain accurate records of leads, customer interactions, follow-ups, and conversions.
- Coordinate with internal teams to ensure a smooth customer onboarding and service process.
- Achieve assigned daily, weekly, and monthly business development targets.

Preferred Skills

- Excellent verbal and written communication skills.
- Strong convincing, negotiation, and presentation skills.
- Good interpersonal and customer relationship skills.
- Strong sales and business development orientation.
- Good listening and problem-solving abilities.
- Comfortable with cold calling and follow-ups.
- Basic knowledge of MS Office/Google Workspace.
- Self-motivated, confident, and target-oriented.

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:-27.05.2026