

## **JOB Description: BUSINESS DEVELOPMENT INTERNS**

- Job opening for the position of Business Development Interns.
- Duration of Internship will be 02/04/06 months.
- Qualification of the candidates should be BBA/ B.COM/B.TECH/MBA
- It will be a paid internship (Variable).
- It will be Work from Home.

## **ROLES & RESPONSIBILITY –**

- In this role, Candidates will reach out to potential customers in the Education sector, such as education institutions, training centres, etc.
- The role of a Business Development Intern is to assist the organization's sales and growth efforts. He/she should be able to provide ideas to attract new clients and keep the senior management updated about marketplace and competitor activity.
- Candidates will have full control of the entire sales cycle from lead generation to closing the deal.
- Candidates should be able to make follow up calls on a regular basis.
- He/She will be responsible for the achievement of daily, weekly or monthly sales targets for them.
- Responsible for generating sales for the growth of the company with the aim of profitability and achieving revenue and targets as well.
- He/She should highlight the benefits of Specific Programs, and Courses in order to attract more students.
- Help the working professionals to choose the courses and programs to get into their desired career.
- Must have convincing power to convert the follow ups to purchase the course.

## **SKILLS -**

- Having a keen interest and deep understanding of the Indian education sector.
- Having a knack for sales.
- Good interpersonal and presentation skills.