

Job Description

Company Overview:

Edu-versity is a dynamic and innovative ed-tech firm dedicated to transforming the educational landscape in India. As a leading player in the industry, Edu-versity aims to bridge the gap between college students and industry-based specialisations, providing them with the skills and knowledge needed to thrive in today's competitive job market.

We are powered by MNCs like Wipro, IBM, Microsoft, Cisco, etc., serving more than 1.5 lac+ students. Edu-versity is revolutionising the ed-tech space through our commitment to excellence by creating a seamless connection between college education and industry requirements.

Join us and be a part of this high-growth revolutionising journey.

Visit our website at www.edu-versity.in to know more.

Job Profile: Business Development Specialist

Responsibilities:

- Generate high-quality leads and convert them into valuable clients through effective cold calling and B2C Channels.
- Take the lead in onboarding Campus Ambassadors in colleges and effectively manage their performance.
- Drive continuous revenue growth and contribute to the company's success.
- Showcase your leadership skills by building and managing a strong and motivated team.
- Foster strategic B2B partnerships and cultivate strong corporate relations.
- Explore and implement innovative sales and marketing channels to maximise business opportunities.
- Assist and counsel students in terms of shaping their careers.

Requirements:

- Academic excellence with a minimum of 60% in 10th, 12th, and Graduation - your dedication shines through.
- Degree: Open to all the branches and degrees (based on interest of students)
- Outstanding communication and interpersonal skills.
- Exceptional command of written and spoken English.
- Strong work ethic, resilience, and unwavering dedication to achieving goals.
- Ambitious mindset with a focus on continuous personal and professional growth.
- Collaborative team player with the ability to thrive in a dynamic environment.

Offer Type: Internship with Pre-Placement Offer

Perks and Benefits:

- Thrive in a vibrant work environment with a **stipend during the internship period of 4months.**

Stipend: Rs 30,000/month (15,000 Fixed + 15,000 Incentives)

- Exciting compensation hike opportunity based on performance during the period of Internship.
- **Weekly bonus** over and above the compensation.
- Unlimited potential for **career growth** and advancement within the organisation.
- **Full-time offer with 8 LPA as annual compensation** after the internship period of **4 months.**
- **Bi-yearly appraisals** to recognise and reward your hard work.
- **Dedicated leaves** to maintain a healthy work-life balance.
- Performance-based exponential growth.

Location: Bangalore