

NOTICE

Placement - Business Development Associate – Corizo Edutech

Corizo is one of the nation's fastest growing ed-tech platforms. Their aim is to prepare and upskill students in order to prepare them for the ever changing needs of the industries through our professional training programs.

Business Development Associate

Job Description:

- 1) Identify and develop strategic relationships with potential customers.
- 2) Develop a strong pipeline of new customers through direct or indirect customer contact and prospecting.
- 3) Ongoing monitoring and analysis of pipeline to review performance & optimise accordingly to ensure objectives are met.
- 4) Maintaining strong follow-ups and regular feedback calls.
- 5) Creating lead engagement plans and strategy.
- 6) Studying the details of each offering and remaining abreast of updates to these offerings.
- 7) Efficient and effective lead utilisation with consistent follow-ups, low Turn-Around-Time (TAT) and increased connectivity with multiple attempts.
- 8) Update and create tailored client proposals and negotiate further to close the deals Building cross-discipline relationships in the organisation, partnering closely with the growth and marketing team, providing feedback and insights

Eligibility Criteria

- 1) Final year students with no more than 3 arrears.
- 2) Minimum GPA of 5.0
- 3) Students with previous experience in business development roles will be given priority.
- 4) **All Graduates are eligible.**

Compensation

In probation- 15K + 10K(variable incentives)

CTC : 4LPA fixed + 2.5LPA variable

Probation (Internship) of 3 months and full time job role based on performance.

Location: Bangalore

Students interested may revert to Ms. Preeti Das , Placement coordinator, Rai School of Management Studies by August 7, 2023

Rajesh Nair
Training & Placement
Corporate Resource Cell