

**ARKA JAIN UNIVERSITY**  
**TRAINING & PLACEMENT DEPARTMENT**

**PLACEMENT OPPORTUNITY@ TECHLANG**

Notice No.: AJU/T&P/UG/0087/22-23

Date: 31/05/2023

NAME OF COMPANY: TECHLANG

NAME OF PAYROLL COMPANY: TECHLANG

**Registration Deadline is 10:59 am, 2<sup>nd</sup> June 2023**

**COMPANY PROFILE:**

**TechLang** enables candidates across India to pick up the most in-demand technical skills per industry standards. Mission to solve the biggest tech talent gap in India by creating a global network for hiring. Their education and training programs are designed to give you a strong foundation of skills and education needed to succeed in your career. Their courses are designed as per the industry standards and cover the full spectrum of knowledge needed for any position within the professional world. They provide professional resume building, interview preparation guidance and mock interviews. Their team works with candidates to refine their career vision and job hunt techniques in order to become top-notch candidates.

WEBSITE: [techlang.in](https://techlang.in)

JOB PROFILE: Business Development Associate

REMUNERATION OFFERED: **CTC INR 15,000 per month+ INR 10,000 Incentives (During the 03 months' Probation Period. After Probation Period CTC INR 7LPA (4 LPA fixed+ 3 LPA Incentive)**

JOB LOCATION: Koramangala, Bengaluru

**ELIGIBILITY CRITERIA:**

- **BBA,B.COM,BCA; Passing Year 2023**
- **Both Male & Female can apply**

**JOB DESCRIPTION:**

**IDENTIFY BUSINESS OPPORTUNITIES:** Conduct market research and analysis to identify potential business opportunities, market trends, and customer needs. Evaluate new markets, industries, and partnerships that align with the company's strategic goals.

**LEAD GENERATION:** Generate leads and build a pipeline of potential clients or customers through various methods, such as cold calling, networking, attending industry events, and leveraging online platforms. Qualify leads based on their potential value and fit with the company's offerings.

**RELATIONSHIP BUILDING:** Develop and maintain relationships with key stakeholders, including clients, partners, and industry influencers. Engage in regular communication to nurture relationships and identify collaboration opportunities.

**PROPOSAL DEVELOPMENT:** Prepare and deliver persuasive business proposals and presentations to prospective clients. Customize proposals to address the specific needs and requirements of each client, highlighting the value proposition and competitive advantages of the company's products or services.

**SALES SUPPORT:** Collaborate with the sales team to support the sales process. Provide assistance in negotiations, contract preparation, and closing deals. Coordinate with intern departments, such as marketing, finance, and legal, to ensure smooth execution of contracts and projects.

**MARKET INTELLIGENCE:** Stay updated on industry trends, competitor activities, and market dynamics. Monitor market conditions, customer preferences, and regulatory changes that may impact business opportunities. Provide insights and recommendations to management based on the gathered intelligence.

**REPORTING AND ANALYSIS:** Track and analyze key performance metrics related to business development activities. Prepare regular reports and presentations summarizing progress, achievements, and challenges. Identify areas for improvement and suggest strategies to optimize business development efforts.

**SKILLS REQUIRED:**

- Candidate should have good spoken and written English
- Basic Computer Knowledge
- Confident & Self Motivated
- Result oriented
- Adaptability

**SELECTION PROCESS: (VIRTUAL)**

1. Company PPT
2. Online Group Discussion Round
4. Online Personal & HR Round Interview

**TENTATIVE DATE OF JOINING: Immediate**

**PROCESS OF REGISTRATION:**

**01.** Interested students need to click on the below link or copy/paste the link on Google Chrome (or any other Web Browser) to fill all their details in the provided Google form and should submit to register successfully.

**<https://forms.gle/RPfZTthpdqC1CZe68>**

**02.** Students registered with the T&P Department for placements, are only eligible.

**03.** Already placed & debarred students are not eligible.

**04.** Updated list of debarred students is available with the respective Faculty Coordinators.

**05.** Please note that it is mandatory to submit the above form to nominate successfully.

**06.** The form can be submitted only once, thus please be cautious while filling up the form.

**07.** The Resume File name must be student's own name.

**08. Registration deadline for Nomination is 10:59 am, 2<sup>nd</sup> JUNE 2023.**

**09.** One student can Register only once, thus be cautious while registering.

**10.** Please Note: The Registration process will automatically turn off after the provided deadline.

**11.** You are advised to read & understand the disclaimer below before applying for this opportunity.

**12. Coordinating Training & Placement Manager: Mr. Rahul Rej (WhatsApp @ 9831664615).**

Sd/-



**HEAD – TRAINING & PLACEMENTS**

**Disclaimer:** The above Notice is based on the information as shared by the employer. The employer reserves the right to change or modify the afore-mentioned job details without any prior information. The Training &

Placement Department and the University will not be responsible for any deviation. Nominating or applying for the vacancy/job profile indicates your agreement to all the Terms & Conditions/Training & Placement Department Placement Policy, in these terms, as modified from time to time. Therefore students are strictly advised to read clearly& understand the Placement Policy (Procedural & Behavioral both) laid by the AJU Training & Placement Department, before applying for the above-mentioned profile.