

USDC Projects India

Business Development Executive - Sales

Job Profile Details

Placement Cycle

ARKA JAIN University - Placements 2024-25

Job Location

Mumbai

Date of Visit

NA

Position Type

Full Time

Expected Hires

NA

Sector

NA

CTC

INR 757000

Category

Level 2 - General

Description

Tentative DOJ- Jan 1st week-2025

Job Title: Business Development Executive - Sales

About USDC:

USDC is a leading education technology company dedicated to providing inspiring digital learning experiences and innovative solutions to help Universities and Higher Education Institutions (HEIs) transform the lives of their learners. We believe in the power of change and strive to make education innovative, interactive, inspiring, and accessible to all. Our commitment to driving growth for our partners is fueled by world-class pedagogical tools, uniquely crafted programs, and cutting-edge technology.

Our Mission:

To democratize the world of knowledge and elevate higher education by making it affordable and accessible to everyone, thus creating opportunities for continuous learning.

Services:

- Digital Transformation and Digital Infrastructure Creation: Pioneering the shift towards digital education.
- Course Curation and Content Development: Crafting engaging and relevant learning experiences.
- Managing Digital Classrooms and Learning Delivery Mechanisms: Implementing state-of-the-art technology for effective learning.
- Learner Acquisition: Attracting and nurturing a diverse community of learners.

Website: <https://www.usdcglobal.com>

About Learn Online:

We are a higher EdTech company. With the latest

technology, pedagogy, industry partners and world-class faculty, we create immersive online learning experiences for our learners globally. Learn.online is a next generation online learning organization focused on the higher education ecosystem. We aim to solve problems by improving access, increasing affordability, providing good quality content and enhanced outcomes for the student/learner community in the higher education space by leveraging technology.

We have taken our first step by making our platform available to universities, colleges & institutions in making quality education affordable and accessible to learners anywhere, anytime. Replicating the on-campus experience online, we offer an immersive learning experience through a mobile-first LMS platform, access to world class courses through synchronous and asynchronous learning, new age pedagogy, online assessments, access to a wide alumni network, and expert assistance to boost learners outcomes and opportunities.

We partner with more than 200 leading universities and companies to bring flexible, affordable, job-relevant online learning to individuals and organizations worldwide. We offer a range of learning opportunities from hands-on projects and courses to job-ready certificates and degree programs. We are on a mission to transform the lives of the learners through education and technology in the new evolving world!

Website: <https://learn.online/>

Position Purpose:

The purpose of a Counsellor is guiding prospective students through the application process, assessing their qualifications, and determining their suitability for the programs offered by the company.

Position Overview: Business Development Executive - Sales
The Counsellor is a key member of the Sales team, responsible for playing a crucial role in guiding potential students through the enrollment process, answering their inquiries, and providing them with information about the various programs and courses available.

Additionally, you will work closely with other members of the admissions team to develop and implement strategies for attracting and retaining students. Your expertise in admissions procedures, educational programs, and industry trends will be essential in advising students on the best course of action for their educational goals.

Reporting to the Project head, this role involves collaborating with department heads, subject matter experts, and external vendors to identify training needs, develop learning strategies, and deliver engaging training programs.

Key responsibilities include:

- Assist inquiring students to select the right course.
- Responsible for selling courses through outbound, inbound and Online Process.
- Achieving weekly and monthly sales targets
- Self-motivated and organized, capable of Managing a high volume of customer interactions.
- Counsel the working professionals related to the suitable

courses as per their domain.

- Familiarity with CRM software for effective lead management and reporting will be an added advantage.
- Identifying opportunities for new Business Development through Lead Generation.
- Co-ordinate pre-sales and post-sales follow up.
- Attending around 150 calls daily in order to achieve the allocated targets.
- Creating and maintaining a database of prospect clients; maintaining a database (Salesforce, Excel) of prospective client information and identifying references through the existing customer base to increase the sales pipeline.
- Inside sales & Outdoor meetings if required.

Competencies:

- Problem-solving and Interpersonal skills.
- Excellent presentation, active listening, and negotiation skills.
- Excellent written and verbal communication skills
- Enthusiastic and Spontaneous.
- Passionate about Sales

Qualifications:

- Final year students or recent graduates of Sales / Business / Management Stream
- Strong interpersonal and communication skills
- Self-motivated with a results-driven approach
- Ability to work independently as well as part of a team

What We Offer:

- Competitive salary and performance-based incentives
- Comprehensive training and development programs
- Opportunities for career advancement
- A dynamic and inclusive work environment

Any Clarifications, mail me @joseph.mj@jainuniversity.ac.in
Thank You

Open for Courses

- Jain - Arka Jain University Jharkhand

MBA (Semester)

1. Marketing & Finance
2. Marketing & Human Resource

Eligibility Criteria

MBA (Semester)

All students are eligible

Work Experience Criteria	No work experience based criteria defined yet!
Allowed Genders	[Y] Male students [Y] Female students [Y] Other Genders
Backlogs	Students with backlog(s) not allowed

Hiring Workflow

Written test	Venue : Online Time : 15 Oct 2024, 04:00 PM IST
Telephonic	Venue : Virtual Time : 18 Oct 2024, 04:00 PM IST
HR interview	Venue : Online Time : 19 Oct 2024, 05:30 AM IST

Additional Info

No additional information