

Nomad Credit

Business Development Executive

Job Profile Details

Placement Cycle	ARKA JAIN University - Placements 2024-25
Job Location	Indore, Kochi, Guntur, Kashipur, Dehradun, Amritsar, Chennai, Kolkata, and Surat.
Date of Visit	NA
Position Type	Full Time
Expected Hires	NA
Sector	Business Development
CTC	INR 400000
Category	Level 2 - General
Description	<p>Job Description: BDE Nomad Credit</p> <p>Brief Description:</p> <p>As a Business Development Executive, you will be responsible for identifying and targeting new business opportunities, building, and maintaining relationships with clients, and driving growth for the company. The ideal candidate will have excellent communication and negotiation skills, a track record of success in business development, and a passion for driving results. If you have what it takes and are ready to take your career to the next level, we want to hear from you.</p> <p>Responsibilities:</p> <p>Identify and pursue new business Partners to achieve company targets.</p> <p>Build and maintain relationships with partners.</p> <p>Develop new Partnerships.</p> <p>Monitor industry trends and competitive activities to identify potential partnerships.</p> <p>Generating minimum 10 leads from Partner channel on daily basis.</p> <p>Deliver presentations to partners.</p> <p>Track sales performance metrics to ensure targets are met.</p> <p>Provide regular reports and updates to senior management on business development activities and progress towards goals.</p> <p>Stay updated on industry developments, emerging technologies, and market trends to remain competitive.</p> <p>Requirements:</p> <p>Good communication and interpersonal skills, with the ability to build and maintain relationships at all levels.</p> <p>Ability to work independently and as part of a team in a fast-paced environment.</p> <p>Willingness to travel as needed to meet partners and attend</p>

events.

The selected candidate will be required to work primarily in the field and should be open to travelling within the city. This role is ideal for individuals who have a keen interest in sales and enjoy a dynamic, on-the-go work environment(Travel within the City).

The total remuneration for this position will range between 4 LPA to 6 LPA, depending on the feedback from the interview.

Open for Courses

- Jain - Arka Jain University Jharkhand

BBA

1. Finance

2. Marketing

Eligibility Criteria

BBA

All students are eligible

Work Experience Criteria

No work experience based criteria defined yet!

Allowed Genders

[Y] Male students

[N] Female students

[N] Other Genders

Backlogs

Students with any number of ongoing backlogs are eligible

Hiring Workflow

Pre-placement Talk

No Venue/Time specified

Group discussion

No Venue/Time specified

Technical interview

No Venue/Time specified

HR interview

No Venue/Time specified

Additional Info

No additional information