

# Zecway Studio LLP

Business development associate (BDA)

Job Profile Details

|                 |  |
|-----------------|--|
| Placement Cycle | ARKA JAIN University - Placements 2024-25  |
| Job Location    | Bangalore  |
| Date of Visit   | NA   |
| Position Type   | Full Time  |
| Expected Hires  | NA   |
| Sector          | Sales  |
| CTC             | INR 350000 - 450000  |
| Category        | Level 2 - General  |
| Description     | <p>1. Lead Generation and Prospecting:<br/>Identify and reach out to potential clients through research, networking, and cold outreach.<br/>Build and maintain a robust pipeline of leads.</p> <p>2. Client Relationship Management:<br/>Develop and nurture strong relationships with prospective clients.<br/>Understand client needs and provide tailored solutions.</p> <p>3. Sales Presentations and Pitches:<br/>Prepare and deliver engaging presentations to potential clients.<br/>Clearly communicate the value proposition of Zecway's digital marketing services.</p> <p>4. Sales Process Management:<br/>Manage the end-to-end sales process from lead qualification to closing deals.<br/>Maintain accurate records of sales activities and client interactions in the CRM.</p> <p>5. Market Research and Strategy:<br/>Stay updated with industry trends and competitor activities.<br/>Provide insights to the marketing team to refine outreach strategies.</p> <p>6. Reporting and Performance Tracking:<br/>Achieve and exceed monthly and quarterly sales targets.<br/>Regularly report on sales progress and provide insights to the management team.</p> |

## Open for Courses

### - Jain - Arka Jain University Jharkhand

#### BBA

1. Marketing
2. Digital Marketing
3. Marketing

#### B.Com (Hons.)

1. Marketing
2. Marketing

#### MBA (Semester)

1. Business Administration & Management
2. Finance
3. Human Resources
4. Commerce
5. Finance & Financial Management
6. Marketing
7. Marketing & Sales
8. Marketing & Finance
9. Marketing & Human Resource

## Eligibility Criteria

|                          |   |
|--------------------------|---|
| B.Com (Hons.)            | <i>All students are eligible</i>                              |
| BBA                      | <i>All students are eligible</i>                              |
| MBA (Semester)           | <i>All students are eligible</i>                              |
| Work Experience Criteria | No work experience based criteria defined yet!                |
| Allowed Genders          | [Y] Male students<br>[Y] Female students<br>[Y] Other Genders |
| Backlogs                 | Students with backlog(s) not allowed                          |

## Hiring Workflow

|                           |                                |
|---------------------------|--------------------------------|
| <b>Pre-placement Talk</b> | <i>No Venue/Time specified</i> |
| <b>HR interview</b>       | <i>No Venue/Time specified</i> |

## Additional Info

No additional information