

Internzvalley

Business Development Executive



Job Profile Details

Placement Cycle

ARKA JAIN University - Placements 2024-25

Job Location

Bengaluru

Date of Visit

NA

Position Type

Full Time

Expected Hires

NA

Sector

Business Development

CTC

INR 500000 - 700000

Category

Level 2 - General

Description

NAME OF COMPANY: INTERNZVALLEY

PAYROLL COMPANY:INTERNZVALLEY

Internzvalley they are dedicated for providing exceptional Upskilling opportunities for aspiring professionals students, facilitating valuable hands-on experiences that pave the way for personal and career growth. Their organization ensure a mutually beneficial experience, where Students gain valuable skills and organizations benefit from the fresh perspectives and contributions of emerging talent.

WEBSITE: <https://internzvalley.com/>

Role Overview:

As a Business Development Executive, you will play a vital role in driving the growth of our company. This entry-level position is ideal for freshers who are eager to learn, passionate about sales, and excited to build a career in the EdTech sector.

Job Title: Business Development Executive

Key Responsibilities:

1. Identify and generate leads through market research, networking, and cold outreach.
2. Develop and maintain strong relationships with clients.
3. Collaborate with the sales and marketing teams to execute business strategies.
4. Guide students in setting academic goals and creating study plans.
5. Make calls to potential students and explain the benefits of

our courses.

6. Help students choose the right courses and academic programs.

7. Track student progress and provide feedback.

8. Assist with course enrollment, applications, and payment options.

9. Address any concerns students have and provide solutions.

10. Meet and exceed sales targets to contribute to the company's growth.

11. Keep updated with industry trends and provide feedback to improve offerings.

Who Should Apply:

- Passionate about education and technology.

- Good at communication, research, and problem-solving.

- Motivated and able to work both independently and in a team.

Location: Bangalore (Work from Office)

Work Days: 6 days a week (1-day Week off rotational between Monday to Thursday)

Open for Courses

- Jain - Arka Jain University Jharkhand

BBA

1. Finance

2. Marketing

3. Human Resource

B.Com (Hons.)

1. Finance

2. Marketing

3. Human Resource

MBA (Semester)

1. Marketing & Finance

2. Marketing & Human Resource

Eligibility Criteria

B.Com (Hons.)

All students are eligible

BBA

All students are eligible

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

Hiring Workflow

Online Test

Venue : Online

Time : 15 Dec 2024, 11:00 AM IST

Virtual HR interview

Venue : Virtual

Time : 04 Jan 2025, 11:00 AM IST

Additional Info

No additional information