

# Profession Hike

## Business Development Executive

### Job Profile Details

Placement Cycle	<b>ARKA JAIN University - Placements 2024-25</b>
Job Location	Chandigarh & Lucknow
Date of Visit	NA
Position Type	Full Time
Expected Hires	NA
Sector	Business Development
CTC	INR 456000
Category	Level 2 - General
Description	<p>About the company Profession Hike is one of the fastest growing education service providers. We offer a broad range of choices in management and technology programs.</p> <p>Profession Hike, we are here to administer a flawless curriculum to the ones who aspired to have Executives Program, Post graduate, Diploma, Certification and industry oriented technical programs from premium management schools.</p> <p>Profession Hike is the official authorized enrolment partner with the top B- Schools.</p> <p>Our digital resources, tools, and learning materials are developed by educational experts to incorporate leading education practices. They are useful in any type of teaching moment and many can be used to support national education standards.</p> <p>Our Foundation is dedicated to transforming education so that all students can acquire and effectively apply the knowledge, attitudes, and skills necessary to thrive in their studies, careers, and adult lives.</p> <p>Website - <a href="http://www.professionhike.com">www.professionhike.com</a></p> <p>Job Responsibilities:</p> <p>Achieving Branch targets (End to End Sales).</p> <p>Prospect generation through cold calling.</p> <p>Meeting &amp; Counseling prospective students (mostly working executives in various industries).</p>

Primary and Secondary research.  
Analyze Software for trainers.  
Connecting with trainers and learners over the phone or mail.

Skills Required:

Business Development:-

Generating revenues by achieving individual target.

Presenting Company's offer to the perspective client

Handle Objections.

Converting suspects into prospects and closing deals.

Schedule Adherence:-

Daily monitoring of Individual as well as team activity

Maintaining daily report.

Training and Educational training:-

Depth knowledge about education industry.

Opportunity to understand business strategies and hierarchy of

Industry.

Networking Skills:-

Chance to get session with big trainers tycoon.

Opportunity to be a part of Biggest Association of trainers in India.

Visual Management:-

To develop the visual controls on the daily schedule.

Preparation of one point standards.

Work Instruction for the better understanding of associates performing the work.

Perks & Benefits:

Open Work environment

Supportive superiors

Earn huge incentive

Career development and opportunities

Weekly contests.

Monthly contests.

## Open for Courses

### - Jain - Arka Jain University Jharkhand

#### *BBA*

1. Finance
2. Marketing
3. Human Resource

#### *MBA (Semester)*

1. Marketing & Finance
2. Marketing & Human Resource

## Eligibility Criteria

MBA (Semester)	<i>All students are eligible</i>
BBA	<i>All students are eligible</i>
Work Experience Criteria	No work experience based criteria defined yet!
Allowed Genders	[Y] Male students [Y] Female students [Y] Other Genders
Backlogs	Students with any number of ongoing backlogs are eligible

## Hiring Workflow

<b>Pre-placement Talk</b>	<i>No Venue/Time specified</i>
<b>Resume shortlisting</b>	<i>No Venue/Time specified</i>
<b>Group discussion</b>	<i>No Venue/Time specified</i>
<b>HR interview</b>	<i>No Venue/Time specified</i>

## Additional Info

No additional information