

Mindora

Business Development Associate

Job Profile Details

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| Placement Cycle | ARKA JAIN University - Placements 2025-26 |
| Job Location | Across Jharkhand |
| Date of Visit | NA |
| Position Type | Full Time |
| Expected Hires | NA |
| Sector | NA |
| CTC | INR 420000 |
| Category | Level 2 - General |
| Description | About Mindora |

Mindora is a fast-growing EdTech startup committed to transforming the way students learn and compete through innovative Olympiad programs. Our mission is to empower schools and students across India by making learning more engaging, competitive, and meaningful. We are now expanding our operations in Jharkhand and looking for enthusiastic, confident, and growth-minded individuals to join our team as Business Development Associates.

About the Role

As a Business Development Associate, you will represent Mindora in schools across Jharkhand connecting with teachers, principals, and school leaders to introduce our unique Olympiad programs. This is a great opportunity for graduates who want to build a rewarding career without moving to metropolitan cities. Instead of relocating for entry-level jobs, candidates can earn a competitive income while working in their own districts, gain valuable experience, and grow with a startup that is building something big from the ground up.

At Mindora, you'll not only learn the art of business development and sales but also experience the excitement of being part of an organization from its early growth phase, where your ideas, efforts, and performance directly contribute to the company's success.

Key Responsibilities

- Engage with schools to generate new leads through institutional visits, meetings, and local partnerships.
- Present and promote Mindoras Olympiad programs to school management and faculty members.
- Build and nurture long-term relationships with schools and clients.
- Achieve monthly and quarterly sales targets as set by the organization.
- Maintain accurate records of visits, leads, and sales in the CRM system.
- Organize and conduct workshops, demos, and awareness sessions in schools.
- Gather feedback from schools to support continuous product improvement.
- Ensure client satisfaction by resolving queries and providing consistent support.

What Youll Be Doing

- Sales & Outreach: Visit schools to introduce Mindoras programs and initiatives.
- Market Expansion: Strengthen Mindoras presence across assigned regions.
- Relationship Management: Build strong and las ng partnerships with school authorities.
- Collaboration: Work closely with the sales manager and marketing team to achieve targets.

Eligibility Criteria

- Bachelors degree (preferred; open to all disciplines).
- Freshers are encouraged to apply for sales, business development, or marketing.
- Excellent communication skills in Hindi and English.
- Confident, self-motivated, and comfortable with field sales and client interaction.
- Strong presentation and persuasion skills.

Why Join Mindora?

- Attractive performance-based incentives.
- Learn and grow in a dynamic startup environment.
- Be a part of something big contribute to building an organization from its early stage.
- Opportunity to work locally in your own district while earning a salary comparable to metropolitan jobs.
- Training, mentorship, and career development opportunities.
- Recognition and rewards for high performers.

What We Offer:

- Fixed salary plus attractive incentives.
- Structured training, mentorship, and career growth

opportunities.

- Recognition and performance-based rewards.

Location: Across Jharkhand

Compensation: Up to 4.2 LPA (Fixed) + Attractive Incentive

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

BCA

1. Data Science (DS)
2. Artificial Intelligence (AI)

B.Sc

1. Biotechnology

BA (Hons.)

1. Fashion Design
2. English
3. Journalism & Mass Communication

MBA (Semester)

1. Marketing & Finance
2. Marketing & Human Resource

Eligibility Criteria

| | |
|----------------|----------------------------------|
| B.Sc | <i>All students are eligible</i> |
| B.Com (Hons.) | <i>All students are eligible</i> |
| BA (Hons.) | <i>All students are eligible</i> |
| BCA | <i>All students are eligible</i> |
| BBA | <i>All students are eligible</i> |
| MBA (Semester) | <i>All students are eligible</i> |

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|--------------------------|---|
| 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

Resume shortlisting

No Venue/Time specified

Telephonic / Online Interview

No Venue/Time specified

Face to Face HR Interview

No Venue/Time specified

Additional Info

No additional information