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## **JOB DESCRIPTION - BUSINESS DEVELOPMENT ASSOCIATE**

**Company Name :** Teachnook

**Industry :** Edutech

**Company Overview :** Teachnook is an edutech firm that is redefining the e-learning experiences with an AI-based model. We have worked very closely with the student community to ensure the development of a system and environment that would help close the knowledge gap that students tend to struggle with. Our mission is to ensure that no student is left behind and gets an equal opportunity to realize their true potential. We have designed a knowledge platform that is accessible to all from anywhere in the world.

**Job Role:** Business Development Associate

### **Roles and Responsibilities:**

1. Procuring new clients through direct contact, word-of-mouth and collaboration with the sales & marketing team.
2. Oversee the sales process to attract new clients.
3. Suggesting upgrades or added products and services that may be of interest to clients.
4. Making multiple outbound calls to potential clients.
5. Crafting business proposals and contracts to draw in more revenue from clients
6. Prepare and deliver pitches to potential clients.
7. Maintain fruitful relationships with clients and address their needs.

**Job Skills & Qualifications:**

1. Any graduation is preferred.
2. Excellent verbal and written communication skills & the ability to call, connect and interact with potential customers.
3. Able to professionally and confidently communicate.
4. Excellent analytical and time management skills.
5. Ability to work independently or as an active member of a team.
6. Demonstrated and proven sales results.

**Location:** Bangalore(Work from Office)

**Working Days:** 6 days work per week(Saturday & Sunday mandatory working)

**Package:**

**During Training:-**

UG : INR 15,000 + INR 10,000(Incentives)

PG : INR 18,000 + INR 12,000(incentives)

**Post Training:-**

4 to 6 LPA

**Rewards and perks of being a Business Development Associate:** Monthly incentives, roll out incentives, bonuses and honour for top performers.

**Website link:** <https://teachnook.com/>