About Us-

Intellipaat is the leading online education provider and create courses in collaboration with top MNCs and universities such as IIT Madras, IIT Roorkee, IIT Guwahati, IBM, Microsoft, etc., with more than 1 Million learners and 200+ corporates across 55+ countries learning on our platform.

Responsibilities Include:

- Calling the leads provided in the CRM and understanding their requirements of career up-skilling and pitch the right course as per their needs.
- Consistently achieve revenue targets in line with team/organizational objectives.
- Proactively identifying cross-selling/up-selling opportunities with existing customers.
- Identifying references through the existing customer base to increase the sales pipeline.
- Should be maintaining all customer interactions in the CRM.
- Should have decent exposure working with any CRM like Salesforce, Zoho, etc.
- Managing all pre-sales to post-sales support activities for the assigned leads.
- Follow up on leads and conduct research to identify potential prospects.
- Consistently achieve revenue targets in line with team/ organizational objectives.
- To understand customer requirements in the geography assigned and future product portfolio improvement based on past customer feedback.

Skills Preferred:

- Excellent spoken and verbal skills
- Ability to persuade and negotiate
- Ability to work under stress
- Ability to work in a team
- Fast-learner, keen on details, and self-motivated

Qualification: Any Graduation / Post Graduation

Location- Bangalore (Work from Office)

Compensation: 6 months Internship period 264,000 **(**Fixed Pay)+ 200,000(Variable Pay) **Total CTC: 464,000** will be working as **Business Development Trainee**

After the successful completion of Internship period 500,000 INR(Fixed salary) + 400,000(Incentive) **Total CTC: 900,000** will be working as **Business Development Associate**