



JOB ANNOUNCEMENT OF INTELLIPAAT SOFTWARE SOLUTIONS

It is hereby informed to all Final year(E4) students that the **INTELLIPAAT SOFTWARE SOLUTIONS** would like to conduct recruitment drive for all current final year students. Interested & Eligible students need to register in a given below link by **21st October 2022,4:00PM**.

Note: Students who have registered earlier no need to register again.

Registration Link: <https://forms.gle/LWK7unYj2xio2MzE8>

JOB DETAILS & ELIGIBILITY CRITERIA:

Branches: All Branches

Job Designation: Business Development Associate

Job Location: Bangalore (Work from Home)

Internship: Yes

COMPENSATION:

First 6 months Training Period will be working as Business Development Trainee

- First 6 months: 264,000 (Fixed Pay) + 2,00,000(Variable Pay) Total CTC : 464,000 INR

After the successful completion of 6 months Internship period: 500,000 INR (Fixed salary) + 400,000 (Incentive) Total CTC: 9,00,000 will be working as a Business Development Associate.

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

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.

SELECTION PROCESS:

Round 1: Group Discussion

Round 2: Pre-Placement Talk

Round 3: Virtual Round of Interview

Round 4: Managerial Round of Interview

