

## BDE- Telugu and Kannada -EdTech Industry in Sector 44 Gurgaon

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Company: Capital Placement Services Gurgaon

Location: India

Category: other-general

BDE- Telugu and Kannada -EdTech Industry in Sector 44 Gurgaon (WFO)

Job Title: - Associate

About Responsibilities/ Duties: -

- Work with the rest of the sales (business development) team to develop and continually refine the sales strategy.
- Providing sound advice to potential and existing customers.
- Work on crafting the sales pitch and converting the warmer leads.
- Understand the AccioJob program and pitch it to our registered users.
- Motivate and guide students via interactions.
- Negotiate and finalize deals with students.
- Go the - extra mile- to meet sales quota and facilitate future sales.

Ideal Candidate: -

- You have at least 1 to 3 years of experience within a Business Development or Sales/ Key Account Management role, ideally within the EdTech industry.
- You possess excellent interpersonal as well as written and verbal Telugu, Tamil and Kannada communication skills.
- You are a strong networker & relationship builder, with good and tactful negotiation skills.

- You pay strong attention to detail and deliver work that is of a high standard.
- You should be a quick learner and someone who can take ownership of work.
- You should be optimistic, resilient, and open to new ideas and ways of working

Education:- Any Graduates/ Post graduates

Salary: 4.5 - 8 + Incentives

Sheetal Tanwar

Talent Acquisition Department

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