

PLACEMENT DRIVE NOTIFICATION

Company	Intellipaat
About the Company	<p>Intellipaat is a global online professional training provider. We are offering some of the most updated, industry-designed certification training programs which includes courses in Big Data, Data Science, Artificial Intelligence and 150 other top trending technologies.</p> <p>We help professionals make the right career decisions, choose the trainers with over a decade of industry experience, provide extensive hands-on projects, rigorously evaluate learner progress and offer industry-recognized certifications. We also assist corporate clients to upskill their workforce and keep them in sync with the changing technology and digital landscape.</p> <p>Website: https://intellipaat.com/</p>
Job Title	Business Development Trainee
Job Description	<p><u>Responsibilities Include:</u></p> <ul style="list-style-type: none"> • 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.
Job Location	Bangalore
Eligible Degrees	Any UG
Eligibility Criteria	No marks criteria
Desired Skills	<ul style="list-style-type: none"> • 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
Compensation (CTC)	Rs. 4.64 LPA
Other details	<p>Compensation : 6 months Internship period 264,000 (Fixed Pay)+ 200,000(Variable Pay). Total CTC : 464,000 will be working as Business Development Trainee</p> <p>After the successful completion of Internship period 500,000 INR(Fixed salary) + 400,000(Incentive). Total CTC : 900,000 annually will be working as Business Development Associate</p>
Selection Process	Will inform later
Date & Time of Interview	Will inform later
Venue	Virtual/Online