

PLACEMENT DRIVE NOTIFICATION

Company	AIRBLACK
Company Type	IT Services and IT Consulting
About the Company	<p>Airblack is on a mission to help people convert their passion to a livelihood. We do this by providing them the best knowledge in a way that works, delivered by the top experts. We envision a world where it is easy and sustainable for millions of people to do what they truly love.</p> <p>With the evolution of business tools and social media, creation has been democratized on the internet. Today, it is possible to start a salon, a nutrition clinic, a content studio, or a restaurant right from your home - all you need is passion, skills, and the right knowledge.</p> <p>We believe that the next decade will be about internet-first creators and entrepreneurs. Airblack aims to empower millions of such creators with high-quality courses and help them convert their passion into a sustainable profession.</p> <p>Website: http://www.airblack.co</p>
Job Title	Business Development Associate
Job Description	<p>As a Business Development Associate, you will be the face of the company for prospective and current learners. Connect and build relationships with interested learners, and drive admissions into the Airblack flagship programmes. As part of a result-driven team, you will be a key owner of revenue in the company.</p> <ul style="list-style-type: none"> • Drive mission-critical customer acquisition. • Assess and on-board potential customers via phone to discover their needs and develop a positive relationship with the customers. • Provide relevant and articulate information about our programs to potential customers and build a strong pipeline for the Company. • Own customer relationship, become the point of contact for customers throughout their membership duration.
Job Location	Delhi or Mumbai. Remote for now
Eligible Degrees	MBA / MCom / BCOM / BBA
Eligibility Criteria	Only Female candidates
Desired Skills	<ul style="list-style-type: none"> • You have an entrepreneurial mindset and are always willing to take initiative and ownership of your objectives. • Self-learners, willing to learn and upskill in the face of challenges. We love inquisitiveness at Airblack! • You are spontaneous when it comes to finding solutions in uncertainty. Persuasion and street-smartness are your core strengths.

	<ul style="list-style-type: none"> • Skilled oral and written communicators. • Effective interpersonal skills and ability to build relations with end customers and collaborate with internal stakeholders.
Compensation (CTC)	<ol style="list-style-type: none"> 1. INR 6 LPA for graduates 2. INR 7 LPA for post-graduates (Plus Incentives: Monthly payouts ranging from INR 8,000 to 1,00,000)
Selection Process	Will be informed later
Date of Interview	Will be informed later
Venue	Online