

**PLACEMENT DRIVE NOTIFICATION**

<b>Company</b>	<b>FrontRow</b>
<b>Company Type</b>	E-Learning Providers
<b>About the Company</b>	<p>FrontRow is a learning and community platform focused on creative arts and sports that enables everyone to pursue their passions. FrontRow offers classes taught by celebrities in fields such as music, cricket or comedy, paired with a community platform that gives learners regular activities, competitions and peer engagement to practice and showcase their talent. With 1 Million+ Users and 4.3 Star Rating on the app store and backed by some of the best investors in the country, we make it easy to learn from your dream mentors, and make learning and upskilling fun!</p> <p>Website <a href="http://www.frontrow.co.in">http://www.frontrow.co.in</a></p>
<b>Job Title</b>	<b>Business Development Associate</b>
<b>Job Description</b>	<ul style="list-style-type: none"> <li>• Maintaining long-lasting relationships with existing customers through exceptional communication skills.</li> <li>• Actively sourcing new sales opportunities through calling and emailing.</li> <li>• Developing in-depth knowledge of product features and benefits.</li> <li>• Utilizing virtual meetings to build relationships with new customers.(if applicable)</li> <li>• Advising customers on suitable product selection based on their needs and specifications.</li> <li>• Creating a sales pipeline to accurately reflect the relative placement of sales prospects in the purchasing process.</li> <li>• Following up on sales inquiries that are made by potential customers through website chats, emails, and various other lead source</li> <li>• Responsible for product knowledge to answer customer questions</li> <li>• Greet customers and create rapport</li> <li>• Responsible for closing deals and processing payments</li> <li>• Responsible for customer follow-up</li> <li>• Developing leads and referrals</li> <li>• Create sales funnel &amp; plan</li> <li>• Achieve weekly/monthly sales quotas</li> <li>• Use excellent oral communication and best practices in customer service when interacting with customers</li> </ul>
<b>Job Location</b>	Work from Home <b>Date Of Joining - 1st March, 2022</b>
<b>Eligible Degrees</b>	MBA, MCom, MA Economics, BBA, BCom, BSc Economics & BA English
<b>Eligibility Criteria</b>	NA
<b>Desired Skills</b>	<ul style="list-style-type: none"> <li>• Good written and spoken English &amp; can speak Hindi.</li> <li>• Good negotiation and pitching skills are required.</li> <li>• Eager to learn and earn at the same time.</li> </ul>

	<ul style="list-style-type: none"> <li>• Adaptable to work in a high paced start-up environment.</li> <li>• Multi-disciplinary, continuous learning mind-set Customer focus with a good convincing ability and confident personality.</li> </ul>
<b>Compensation (CTC)</b>	<b>4LPA (Fixed) + Uncapped Incentive</b>
<b>Selection Process</b>	Will be informed later
<b>Date of Interview</b>	Will be informed later
<b>Venue</b>	online