

SRMUS/PAT/2021-22/201

Date: 21-4-2022

PLACEMENT DRIVE NOTIFICATION

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| Company | YHills Edutech |
| Company Type | E-Learning Providers |
| About the Company | At YHills Edutech, we're seeking a qualified business development specialist to extend our reach through expert discovery and exploration of new and untapped business opportunities and relationships. Highly skilled at sales and business operations, this person will join and inspire a team of like-minded go-getters to achieve our company vision. |
| Job Title | Business Development Executive Role |
| Job Description | <ul style="list-style-type: none"> • Handling Inbound and Outbound calls, understanding customer needs and identifying sales opportunities. • Managing both our existing sales pipeline and developing new business opportunities. • Take a lead role in the development of proposals and presentations for new business materials to create and nurture business opportunities and partnerships. • Identify trends and customer needs, building a short/medium/long-term sales pipeline in accordance with targets. • Develop strategies and positions by analysing new venture integration. • Assist in the coordination and implementation of marketing strategies, and delegate tasks that achieve strategic goals. • Motivate the team, track performance, and report metrics. • Creating and maintaining a database of current and potential customers. <p>Daily and Monthly Responsibilities</p> <ul style="list-style-type: none"> • Monitor and evaluate industry trends and customer drivers and meet regularly with management and stakeholders to discuss strategy. • Generate new leads, identify, and contact decision-makers, screen potential business opportunities, select the deals in line with strategies, and lead and facilitate pitch logistics. • Develop and implement overarching outbound sales and business development strategy, sales processes, structure, and best practices across the company. • Support deal structure and pricing with business value analysis; negotiate prices for proactive bids and proposals. • Maintain and share professional knowledge through education, networking, events, and presentations. |
| Job Location | Noida |
| Eligible Degrees | BBA, BCom & Mcom |
| Eligibility Criteria | NA |
| Desired Skills | <ul style="list-style-type: none"> • Bachelor's degree in engineering or management. • Excellent verbal and written communication skills. • Time Management skills. • Proven ability to plan and manage resources. • Ability to deliver presentations. • Interpersonal skills and ability to build rapport with clients. |

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| | <ul style="list-style-type: none">• Good listening and problem-solving skills. |
| Compensation (CTC) | Rs.15,000/- fixed + upto 10,000 incentives per month (for two months of probation period). INR 5.0LPA (3.0 Fixed + 2.0 Variable) post probation of two months based on the performance. |
| Selection Process | Will be informed later |
| Date of Interview | Will be informed later |
| Venue | Online |