

**PLACEMENT DRIVE NOTIFICATION**

<b>Company</b>	<b>SpeEdLabs</b>
<b>About the Company</b>	SpeEdLabs, founded by IIT/IIM alumni, is an adaptive practice platform that provides learners with artificial intelligence enabled personalised practice-based learning. Students of CBSE and ICSE boards from class 7th onwards can take advantage of the platform. The platform also helps students prepare for IIT JEE and NEET entrance exams. Website: <a href="http://www.speedlabs.in">www.speedlabs.in</a>
<b>Job Title</b>	Business Development Associate
<b>Job Description</b>	<ul style="list-style-type: none"> <li>• Maintain working relationships with existing clients to ensure exceptional service and identification of potential new sales opportunities</li> <li>• Identify appropriate prospects, set appointments, make effective qualifying sales calls, and manage sales cycle to close new business in all service categories offered</li> <li>• Possess in-depth product knowledge and be able to conduct / schedule demos and relay objection handling</li> <li>• Prepare professional, complete, concise and accurate reports, proposals, booking packages, and other documentation as required for executive-level presentations</li> <li>• Achieve sales goals by assessing current client needs and following an defined selling process with potential buyers, often utilizing product demos and presentations</li> <li>• Coordinate with other sales representative to ensure company quotas and standards are being met, performing market research and regular competitor monitoring</li> </ul>
<b>Desired Skills</b>	<ul style="list-style-type: none"> <li>• Excellent communication, interpersonal, problem-solving, presentation, and organizational skills</li> <li>• Proficiency with sales management software</li> <li>• Personal integrity</li> <li>• Ability to travel for appointments/ product presentation or customer events</li> </ul>
<b>Job Location</b>	PAN India
<b>Eligible Degrees</b>	MBA Marketing
<b>Compensation (CTC)</b>	Rs 4.5 LPA (Fixed: 2.7 LPA + Variable: 1.8 LPA)
<b>Selection Process</b>	<ol style="list-style-type: none"> <li>1. Online Test</li> <li>2. Interview</li> </ol>
<b>Date &amp; Time of Interview</b>	Will be intimated later
<b>Venue</b>	Virtual/Online