

JOB DESCRIPTION - BUSINESS DEVELOPMENT TRAINEE

Company Name: Ediglobe

Industry: EdTech

Company Overview:

EdiGlobe is a cutting-edge EdTech platform that has revolutionized the way education is delivered and accessed in the digital age. With a mission to make quality education accessible to learners of all backgrounds, Ediglobe offers a diverse range of online courses and resources designed to empower students and professionals alike. Our user-friendly interface, personalized learning pathways, and interactive content foster engagement and promote effective learning. Whether you're a student looking to enhance your skills or a teacher seeking innovative tools for instruction, Ediglobe's commitment to excellence in education shines through, making it a valuable resource in today's ever-evolving educational landscape.

Job Role: Business Development Trainee

Job Summary :

As a Business Development Trainee, you will be an essential part of our Sales and Business Development team, responsible for learning and contributing to the growth and success of our company. This role provides a unique opportunity to develop your skills, knowledge, and experience in various aspects of business development. You will work closely with our senior business development professionals to gain a comprehensive understanding of our industry, products/services, and client needs, while developing your own sales and relationship-building skills.

Roles and Responsibilities:

- **Market Research:** Conduct market research to identify potential clients, industry trends, and competitors.
- **Lead Generation:** Assist in identifying and generating leads through various channels, including cold calling, email outreach, and networking.
- **Sales Support:** Support the sales team in preparing proposals, presentations, and other sales materials.
- **Client Communication:** Communicate with prospective clients to understand their needs and effectively convey the value of our products/services.
- **Relationship Building:** Cultivate and maintain positive relationships with clients and potential partners.
- **Sales Training:** Participate in ongoing training sessions and workshops to develop sales and negotiation skills.
- **Reporting:** Provide regular reports on sales activities and progress, and make recommendations for improvement.

Job Skills & Qualification:

1. Bachelor's degree in any relevant field.
2. Excellent verbal and written communication skills.
3. Enthusiastic, proactive, and a strong desire to learn and grow in the field of business development.
4. Excellent analytical and time-management skills
5. Ability to work independently or as an active member of a team.
6. Strong analytical and problem-solving skills.
7. Excellent administrative and organizational skills.

Location: Bangalore (Work from Office)

Working Days: 6 days work/week (Sat & Sun working)

Package: During Training:-

INR 20,000(Basic) + 2,000(Performance Bonus) + 12,000(Incentives) per month

Post Training :-

6 LPA

Targets:-

INR 2,50,000(Revenue)

Rewards and Perks of being a BDT: Bonuses and honor for top performers. Website

Website Link : <https://www.ediglobe.com/>