

Business Development Associate

About Crio.Do

Crio.Do is a fast growing experiential learning platform focused on professionals and students looking for better career opportunities in the digital world.

Crio's unique platform enables developers to go through "work-like" Micro-Experiences that gives a taste of a real world problem with curated scenarios optimized for learning, while at the same time enabling tech orgs to discover and nurture great talent.

Crio.Do has joined hands with leading Edtech company Skill-Lync in Nov, 2022 becoming its subsidiary, focussing on the Computer Science domain and operating as an independent brand. Crio is seeing tremendous growth in the last couple of quarters and looking to scale 10X from current business in the coming 18-24 months.

More on this:

<https://www.crio.do/blog/crio2-0-beginning-of-next-phase-for-crio-do/>

Please click the link below to visit our website: <https://www.crio.do/>

Do check us out on Google reviews!

What will you do?

- Develop deep understanding about the offering and market for technology learning product
- Counseling prospective working professionals and recent graduated via call, email and video call to help them drive high impact on their careers by upskilling -
- Managing entire sales life cycle: starting from engaging with the large volume of well-qualified leads till the final conversion i.e. enrollment in the program - Planning

for daily, weekly and monthly targets, updating and maintaining CRM hygiene

- Bringing market & consumer insights to influence strategy, product and offering

Requirements (preferred but not mandatory)

- 0-3 years experience in inside sales in a B2C environment (ed-tech experience preferred)
- Consistent track record of target achievement
- Good customer intuition (ability to understand user pain points and provide appropriate solutions)
- Excellent english communication skills both written and verbal
- Exposure to the world of technology or willing to learn & understand them
- Eagerness to learn and grow everyday with a hunger to succeed in their work

If you think you have any relevant experience/skills that can substitute for the above mentioned ones, you should definitely apply as well

What's on offer?

- Working in a truly disruptive space with the opportunity to redefine the way technology is learned by software developers
- Having an opportunity to apply and nurture your skills across a diverse set of problems in a high-growth startup and grow into a leader
- Truly rewarding compensation, incentives and high-ownership culture
- Opportunity to work with a team which has deep expertise in building and leading high performing teams in the ed tech industry

Additional details regarding the role:

- 6 days working week (Weekends Working, Day off on 1 weekday)
- Location:Chennai and Bangalore (mandatory work from office)
- Folks who are available to join immediately or within 15 days preferred