

Graduate Trainee

Location: Bengaluru

Role: Graduate Trainee

Compensation:

- **Fixed:** ₹4.5 LPA
- **Variable:** ₹4.5 LPA
- **Total CTC:** Up to ₹9 LPA

Eligibility:

- UG & PG Graduates:
- Specialization in Marketing & Sales preferred
- Excellent communication and interpersonal skills

About GrowthSchool: GrowthSchool partners with the top 1% of instructors to create high-impact cohort-based courses on personal and professional growth for learners all over the world.

Backed by Sequoia Capital, Owl Ventures & 80+ angels including the likes of Kunal Shah, Ritesh Agarwal, Nikhil Kamath, and Tanmay Bhat to name a few.

Mentors come from brands like Amazon, Swiggy, Google, Apple, Meta, Microsoft, Hotstar, Freshworks, and many more.

Position Overview: We are seeking enthusiastic and driven graduates to join our Graduate Program. This role is ideal for recent graduates who are eager to jump-start their careers in sales and marketing. As a Business Development Executive, you will play a pivotal role in expanding our learner base by engaging with prospective learners

and companies, understanding their learning needs, and guiding them towards the right programs that GrowthSchool offers.

Key Responsibilities:

- Engage with prospective learners through various channels (calls, emails, and social media) to introduce GrowthSchool's programs.
- Conduct insightful conversations to assess the needs and interests of prospects, recommending programs that align with their career goals.
- Follow up on leads and manage the sales pipeline to ensure targets are met.
- Participate in educational events, webinars, and workshops to promote GrowthSchool's offerings.
- Collaborate with the marketing team to refine messaging and outreach strategies.
- Provide feedback from prospects to the program development team for continuous improvement.
- Maintain accurate records of all sales activities and interactions in the CRM system.

Qualifications:

- Recent graduates with a Bachelor's /Master's degree from any discipline. Candidates with a keen interest in education, technology, and sales are preferred.
- Excellent communication skills, both verbal and written, with the ability to engage and persuade.
- Strong organizational and time-management skills, with the capability to manage multiple tasks simultaneously.
- A proactive and enthusiastic approach to learning and personal development.
- Ability to work independently as well as part of a team in a fast-paced environment. Proficiency in MS Office or similar applications is a plus.

What We Offer:

- A comprehensive training program designed to equip you with the knowledge and skills required for success in educational sales.
- A dynamic and supportive work environment where innovation and creativity are encouraged.
- Opportunities for career advancement within the company.
- A competitive salary with performance-based incentives.
- Access to GrowthSchool's courses and programs for personal and professional development.

How to Apply: Interested candidates are invited to submit their resume and fill the below share questionnaire detailing their interest in the role and how they envision contributing to GrowthSchool's mission.

GrowthSchool is committed to creating a diverse environment and is proud to be an equal opportunity employer. All qualified applicants will receive consideration for employment without regard to race, color, religion, gender, gender identity or expression, sexual orientation, national origin, genetics, disability, age, or veteran status.