

JOB DESCRIPTION

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 Title: Academic Counsellor / Business Development Trainee / Inside Sales Specialist

Location: Bengaluru (Work from Office)

Job Summary:

We are seeking a dedicated and compassionate BDT/ AC / Inside Sales Specialist to join our team. The ideal candidate will provide guidance and support to students in making informed decisions about their academic and career paths. This role involves assisting students in identifying their strengths, interests, and goals, and developing personalized educational plans to help them achieve success.

EDIGLOBE

2nd Floor, Aadishwar Supermart Building, 60th Main Road,
AECS Layout, A Block, Singasandra, Bengaluru, Karnatak, 560068

Key Responsibilities:

- **Student Advising:** Provide one-on-one counselling sessions to students to discuss academic goals, course selection, and career aspirations through cold calls.
- **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, cold calls, 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.

Qualifications:

- Bachelor's degree in any relevant field.
- Excellent communication, interpersonal, and organizational skills.
- Ability to work independently and as part of a team in a fast-paced environment.
- Compassionate and empathetic, with a genuine interest in helping students succeed.

Location: Bangalore (Work from Office)

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

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Package: During Training -

UG - INR 17000 + INR 15000 (Incentives)

PG - INR 20000 + INR 20000 (Incentives)

Package: Post Training -

UG - 4 to 5.5 LPA

PG - 5 to 7 LPA

Rewards and Perks: Bonuses and honor for top performers.

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