

About Company:

GrowthSchool is a company that's changing how education works. They want education to be easy for everyone to access, not too expensive, and really helpful. They're known as one of the best new companies in India, and big investors like Sequoia and Owl Ventures support them. GrowthSchool focuses on teaching people the skills they need for the future job market. They use the latest technology and teaching methods to make sure their students are among the best in their fields.

About Position:

GrowthSchool is looking for new college graduates who are excited and motivated to start their careers in sales and marketing. They're offering a program called the Graduate Program. In this program, you'll work as a Business Development Executive. Your main job will be to help GrowthSchool grow by finding new students and companies who might be interested in their programs. You'll talk to these potential students and companies, understand what they need to learn, and then recommend the right courses that GrowthSchool offers to help them meet their goals.

Of course! Here's a simpler breakdown:

1. **Talk to People:** You'll reach out to potential students using different ways like phone calls, emails, and social media to tell them about GrowthSchool's courses.
2. **Understand Their Needs:** Have meaningful conversations with these potential students to figure out what they want to learn and what interests them. Then, suggest courses that match their career goals.
3. **Keep Track of Leads:** Keep an eye on all the people who show interest. Make sure you're following up with them regularly to make sure they don't lose interest and meet the sales targets.
4. **Promote GrowthSchool:** Attend events, webinars, and workshops where you can talk about GrowthSchool's courses and get more people interested.
5. **Work with Marketing:** Team up with the marketing folks to improve how we talk about GrowthSchool's courses and how we reach out to people.
6. **Give Feedback:** Let the team know what potential students are saying so they can make our courses even better.
7. **Keep Records:** Make sure to keep track of all your conversations and activities in our system so we can keep everything organized.

What we Offer:

Here's a simplified explanation:

1. **Training to Succeed**: We'll teach you everything you need to know to be great at selling educational stuff.
2. **Great Atmosphere**: You'll work in a cool place where we like new ideas and creativity.
3. **Room to Grow**: You can move up in the company if you do well.
4. **Good Pay**: You'll get a salary that's fair, and if you do really well, you can earn extra money based on how much you sell.
5. **Learn and Grow Yourself**: You'll get to take our courses for free, so you can keep getting better at your job and in life.