

BUSINESS DEVELOPMENT MANAGER / BUSINESS DEVELOPMENT EXECUTIVE

JOB DESCRIPTION

Department: Sales	Type: Inside Sales
Location: PAN India	Work Schedule: M-S, 10AM-7PM
Gurugram, Jaipur, Mumbai, Hyderabad	

Summary

The goal is to provide you practical exposure and develop your skills in a professional work environment giving you hands-on experience working on challenging, meaningful projects with guidance from a mentor and other members of our team. Hike Education Pvt. Ltd. is dedicated to developing successful leaders, and we strive to make the job as realistic and informative as possible.

About Us

Hike Education is one of the leading Ed-Tech companies working in association with top B- schools providing support and assistance to the working professionals offering courses by the associated Universities. The aim is to bridge the gap between aspiring professionals and B- schools to help them pursue higher education and level up their career paths.

Our Mission

To develop and deliver quality programs, curricula and services to the students with uncompromising work ethic, with the primary intention of nurturing a pool of highly employable professionals to live up to 21st Century demands.

Objectives

- To gain excellence in professional learning
- Empower working professionals to pursue their learning without hampering their work
- To build hassle free and productive learning environment



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- Generating a pool of prospects by identifying the need of up skilling depending on the student's area of interest.
- Helping prospective students with the detailed information about the programs offered through phone or video counseling & create a strong pipeline.
- Ensure to meet daily deliverables & achieve weekly/monthly enrolment target.
- Help them understand the importance of navigating a career.
- Must be a good listener and be trained in matching candidate needs to a future career.
- Maintaining strong follow-ups and regular feedback calls.
- Your continued employment at Hike Education is contingent upon the successful completion of the training program.

**Designation: BDE
Business Development Executive**

CTC for UG: 5.82 LPA

Eligibility: Graduate in any discipline [BBA, B. Com, B.Sc., BCA]

**Designation: BDM
Business Development Manager**

CTC for B.Tech: 6.42 LPA

CTC for PG Students: 7.02 LPA

**Eligibility: B.Tech/ B.E/
MBA/ PGDM**

Marketing & Sales

Requirements

- Excellent interpersonal and communication skills
- Strong self-motivation
- Ability to work alone or as part of a team
- Ability to cope with rejection
- Ability to remain calm in fast-paced environment
- Professionalism should be a stronger attribute



PARTICULARS	PROBATIONER	CONFIRMED	PROBATIONER	CONFIRMED	PROBATIONER	CONFIRMED
Earnings(A)	Amount (INR)					
BASIC	12,600	15,750	11,250	13,500	9,900	11,250
HRA	6,300	7,875	5,625	6,750	4,950	5,625
MEDICAL ALLOWANCE	1,575	1,969	1,406	1,688	1,238	1,406
TRANSPORT ALLOWANCE	1,260	1,575	1,125	1,350	990	1,125
MEAL ALLOWANCE	1,575	1,969	1,406	1,688	1,238	1,406
DEARNESS ALLOWANCE	3,150	3,938	2,813	3,375	2,475	2,813
SPECIAL ALLOWANCE	1,540	1,925	1,375	1,650	1,210	1,375
Sub Total(A) - Net Home Intake	28,000	35,000	25,000	30,000	22,000	25,000
Variable Earnings(B)	Amount (INR)					
OUTDOOR MEETING ALLOWANCE (Rs.150/- per day * 30) (Payable only for the days of outdoor meeting)	4,500	4,500	4,500	4,500	4,500	4,500
PERFORMANCE LINKED INCENTIVES (Payable on the basis of percentage of achievement as per internal incentive policies)	17,500	17,500	17,500	17,500	17,500	17,500
PUNCTUALITY BONUS (Payable on the basis of 100% attendance and the Internal policy)	1,500	1,500	1,500	1,500	1,500	1,500
Sub Total(B) - Variable Earnings Total	23,500	23,500	23,500	23,500	23,500	23,500
Cost to the Company (Monthly) - Sub Total(A)+ Sub Total(B)	51,500	58,500	48,500	53,500	45,500	48,500
Cost to the Company (Annual)	618,000	702,000	582,000	642,000	546,000	582,000