

**About the Company:**

Our journey has been exhilarating so far, and we're looking for bright, energetic individuals to join our business development head as we speed ahead. For the past 10 years, FACE is working with a mission of eradicating underemployment and unemployment from India. Every year 100s of graduates join us in working towards this mission and transform themselves as young leaders.

India is plagued by 2 problems with respect to its job market: Unemployment & Underemployment. Roughly 28 million people graduate every year in India. Out of which a meagre 3 million are able to find jobs in the organized sector. Others, either do jobs which are way below their caliber or don't find jobs at all. The major reason behind such a scenario is the lack of skills. To further strengthen this claim, a national employability report has stated 80% of the engineering graduates lack the right skills to get employed. Come, join us in our mission of making India employed.

**Role(s) on offer: Manager – Business Development****Roles and Responsibilities:**

- Develop an understanding of the FACE engagement model, training products and allied services
- Work with the Business Head of respective state and handle Business Development efforts—both new client acquisition and existing client servicing in assigned region.
- Create and execute a well-defined market entry strategy for geographic expansion into assigned region
- Solicit tie-ups with Colleges for meeting their training requirements
- Engage in business intelligence and competitor mapping to understand the businesses of competitors and design strategies to clearly differentiate FACE
- Overall be a champion for the FACE brand in assigned region

**Skills required:**

- Excellent Communication – Oral & Written
- Good convincing & negotiation skills
- Passion to travel to obscure places
- Militant passion for marketing and Business Development
- Strong execution orientation

**Eligibility Criteria:**

- MBA (Fresher's/Exp.)
- No standing arrears
- Minimum 60% score across School(SSC,HSC),U.G,P.G results announced till date

**Job Location :** PAN India

**Compensation & Benefits:**

- Rs 5.00 LPA CTC.
- Rs 3.75 LPA (Fixed compensation) and Rs.1.25 LPA (Variable Compensation).
- Variable Pay will be paid out monthly based on performance and achievement of assigned targets
- Rs. 14,000 stipend applicable during first 3 months' probation.
- All business expenses incurred will be reimbursed by the company

**Terms & Conditions:**

- All selected candidates will undergo 3 months' probation.
- Two years' service agreement is applicable from day of joining
- This role mandates to the candidates to own or invest in 2 or 4 wheeler considering the daily travel involved.
- Local language competency is a must to be considered for a specific geography