



## **INTELLIPAAT SOFTWARE SOLUTIONS**

### **One-Stop Solution For Your Career Growth**

#### **About Us**

Intellipaate is the leading global online professional training provider and create courses in collaboration with top MNCs and universities such as IIT Madras, IIT Roorkee, IIT Guwahati, IBM, Microsoft, etc., with more than 1 Million learners and 200+ corporates across 55+ countries learning on our platform.

We are offering some of the most updated, industry-designed certification training programs which includes courses in Big Data, Data Science, Artificial Intelligence and 150 other top trending technologies.

We help professionals make the right career decisions, choose the trainers with over a decade of industry experience, provide extensive hands-on projects, rigorously evaluate learner progress and offer industry-recognized certifications.

We also assist corporate clients to upskill their workforce and keep them in sync with the changing technology and digital landscape.

Designation: **Business Development Trainee/ Associate (FTE)**

#### **Responsibilities Include:**

- Calling the leads provided in the CRM and understanding their requirements of career up-skilling and pitch the right course as per their needs.
- Consistently achieve revenue targets in line with team/organizational objectives.
- Proactively identifying cross-selling/up-selling opportunities with existing customers.
- Identifying references through the existing customer base to increase the sales pipeline.
- Should be maintaining all customer interactions in the CRM.
- Should have decent exposure working with any CRM like Salesforce, Zoho, etc.
- Managing all pre-sales to post-sales support activities for the assigned leads.
- Follow up on leads and conduct research to identify potential prospects.
- Consistently achieve revenue targets in line with team/ organizational objectives.
- To understand customer requirements in the geography assigned and future product portfolio improvement based on past customer feedback.

**Qualification :** Any Graduation / Post Graduation

**Location-** Bangalore (Work from Office)

Working Days : 6 days working

Working Time : Total 9 hours including 1 hour break

**Compensation :**

Fixed Yearly Pay for first 6 months: 22,000 INR Fixed per month

Variable Yearly Pay: Performance Based Incentives up to 30,000 INR per month

After 6 Months of training: Fixed Yearly Pay: 362,400 INR

Variable Yearly Pay: 3,62,600 INR (There is no cap on Variable Pay)

Total CTC: 7,25,000 INR (Candidates can earn up to 30,200 INR Fixed + 30,200 INR Performance Based Incentives)

**Note :**

- First 6 months, you will be designated as “Business Development Trainee” and then after which it will be as “Business Development Associate”
- No Agreement, Bond or Contract will be taken from the Company side, if you want to leave the company at any point of time you just want to serve the notice period
- Its Purely Work from Office No work from Home is provided and our office is located @ Bommanahalli, Bangalore, So those who are agreeing for the same can apply.

**Our Location:** Primeco Towers, Arekere: Brigade Millenium Rd, Arekere Gate, Omkar Nagar, Arekere, Bengaluru, Karnataka 560076, India

**Website:** [www.intellipaat.com](http://www.intellipaat.com)