

## **Business Development Manager International**

**Designation:** University outreach manager.

### **Salary:**

**Fresher's:** 2.4 to 4.2 lac CTC includes incentives, target bonus and commissions.

**Experienced:** 3.6 to 9 lac CTC includes incentives, target bonus and commissions "Salary for the job comprises of fixed and a variable component "

Fixed component includes Basic as well and TA; Variable component includes incentives, target bonus, commissions.

### **Job Overview:**

University Outreach manager Outreaches to the international student recruitment teams of various universities and colleges abroad, extending our university marketing and recruitment services to them. University outreach manager plays an integral role engaging with Educational institutes abroad on behalf of AbroadShiksha.com

### **Roles and Responsibilities:**

- To invite Universities for our customized recruitment tours in India.
- Promote our retainership based student recruitment services to universities abroad.
- Regularly engage with the International admissions team from various universities across countries, preparing them for sales.
- Promote our virtual Study abroad events (future).

### **Job Requirements:**

- Great communication skills with convincing ability.
- Penchant for sales.
- Good follow up skills for sales process.
- Basic counselling skills required.
- Basic computer knowledge.
- Local travel and field work are a part of the job role.

### **Other Requirements:**

- Oral Communication - Speaks clearly and persuasively in positive or negative situations; listens and gets clarification; responds well to questions.
- Teamwork - Contributes to building a positive team spirit; Puts success of team above own interests; Able to build morale and group commitments to goals and objectives; Supports everyone's efforts to succeed.
- Ethics - Treats people with respect; Keeps commitments; inspires the trust of others; Works with integrity and ethically; Upholds organizational values.
- Professionalism - Approaches others in a tactful manner; Reacts well under pressure; Treats others with respect and consideration regardless of their status or position; Accepts responsibility for own actions; Follows through on commitments.
- Attendance/Punctuality - Is consistently at work and on time; Arrives at meetings and appointments on time.
- Dependability - Follows instructions, responds to management direction; Takes responsibility for own actions.
- Innovation - Generates suggestions for improving work.

### **Qualifications:**

MBA or PGDM or BBA or other Graduation qualifications.

- Excellent communication skills and interpersonal skills.
- Basic Computer knowledge and internet.
- Great convincing Power.
- To perform this job successfully, an individual must be able to perform each essential duty satisfactorily.
- Great stage skills.

### **Direct report:**

- COO, CEO

List by job title any positions to be supervised by the incumbent.

Approved & created by	kanav Sachdeva, CEO
Date approved	21-4-2017
Reviewed	
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