Business Development Manager

Designation: Marketing and outreach manager: career Jockey.

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:

Career Jockeys Are the backbone of AbroadShiksha's outreach program. A Career jockey at abroad shiksha reaches out to students based in various educational institutions and extends our service proposal to them and their parents. In turn Helping these students to build a successful global career. Career Jockeys generally visit various educational institutions and effectively engages with the students. Further Career jockeys need to effectively suggest the best fit service for any given student and help them throughout the sales process.

Roles and Responsibilities:

- Liaison and conduct info sessions in schools, colleges, tuition centers, training institutes.
- Ensure Sales for our counseling services by finding the right student customers for it.
- Associate / affiliate network development and management.
- Organize and manage BTL marketing activities promoting AbroadShiksha.com.
- Generate Leads.

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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