



**Bharati College**  
(University of Delhi)



**OPUS**  
TRAINING AND PLACEMENT CELL

## Placement Opportunity



<b>Organisation:</b>	<b>Outscal</b> ( <a href="https://outscal.com/">https://outscal.com/</a> )
<b>Profile:</b>	<b>Business Development Executive</b>
<b>Eligibility:</b>	<b>Final Year Students Across All Courses</b>
<b>Joining Date:</b>	<b>Immediately or Within 1 Month</b>
<b>Mode:</b>	<b>Work From Office</b>
<b>Location:</b>	<b>Jhandewalan, New Delhi</b>
<b>Responsibilities:</b>	<b>Refer to JD</b>
<b>Skills Required:</b>	<b>Refer to JD</b>
<b>Package:</b>	<b>Probation period (3 Months): 3LPA fixed + 1.2L incentives</b> <b>Post probation: 4.5L fixed + uncapped incentives</b>
<b>Selection Procedure:</b>	<ul style="list-style-type: none"><li>● <b>Application Form</b></li><li>● <b>Group Discussion</b></li><li>● <b>Hiring Manager's Round</b></li></ul>
<b>Registration Link:</b>	<a href="https://linktr.ee/opustpc">https://linktr.ee/opustpc</a>
<b>Last Date for Application:</b>	<b>15<sup>th</sup> April 2024, 1:00 pm</b>

## **JOB DESCRIPTION**

### **Key Responsibilities:**

- Initiating telephonic conversations with candidates interested in Outscal's programs.
- Building solid relationships with potential customers in the pipeline.
- Determining the persona and providing solutions based on the pain points of the potential customers.
- Coordinating both pre-sales and post-sales follow-ups.

### **Skills Required:**

- Ability to work efficiently under high-pressure situations.
- Familiarity with tech lingo.
- Excellent English communication (both written and verbal).
- Street smart (gives equal weightage to hard work and smart work).
- Self-learning and self-initiating attitude with attention to detail.
- Fluency with excel/google sheets or related software.
- Ability to communicate complex products in the simplest of terms with relevant examples.