

### Bharati College

University of Delhi

#### **OPUS**

Training and Placement Cell



### PLACEMENT OPPORTUNITY



### **Bloombrain Learning Solutions**

#### **PROFILE**

**Business Development** 

#### **ELIGIBILITY**

- All Courses
- Batches of 2020, 2021 & 2022 of Bharati College

#### SELECTION PROCEDURE

- CV Shortlisting
- Discussion Round (Video Interview)
- Personal Interview Round

PACKAGE

Probation period (3 Months) -

INR 20K / Month

After Probation period - INR 4 LPA CTC

WORK DAYS

WORK

**TIMINGS** 

**Tuesday to Sunday** 

10:30 AM to 8 PM

MODE

**Work from Home** 

(Until pandemic situation improves)

**JOINING** 

**IMMEDIATE** 

(Exam preparatory leaves will be provided)

Register by 13th November 2021, 12 Noon



## **JOB DESCRIPTION**

# **Business Development**

## **Responsibilities**

- 1. Calling 125 customers in a day (new + follow-ups).
- 2. Connecting with 40 customers in a day (new + follow-ups).
- 3. Engaging and developing pipelines of at least 10 customers per day, on calls or video calls where you have to showcase the product / live demo.
- 4. Following up and closing 1 sale in a day with value greater than Rs 5000.
- 5. Ensuring payments are submitted and punched in CRM on time.
- 6. Trying to learn and earn maximum by overachieving targets and drawing incentives.

## <u>Requirements</u>

- 1. Candidates should have a laptop and a good internet connection.
- 2. Candidates should have good mobile network coverage.