Associate- Business Development

About us:

At Juno School, we’re passionate about enabling continuous learning and upskilling that fits seamlessly into your busy schedule. Whether you’re a seasoned executive looking to refine your leadership skills or a fresh graduate eager to dive into the intricacies of business operations, our platform offers a diverse range of bite-sized courses tailored to meet your specific needs.

What sets us apart is our commitment to delivering high-quality, practical knowledge that directly translates into real-world success. Our curated programs are crafted by industry experts and thought leaders, ensuring relevance and applicability in today’s competitive business landscape.

About the Role:

The ideal candidate is a creative problem solver at heart who thrives in a team environment. You will help manage and oversee relationships with new and existing partners through high-touch networking, lead generation, and market research.

Key Responsibilities:

* As a BDM you are reaching out to prospects and counseling professionals via call or email suggesting the best course for prospective target audience (students, working professionals & business owners )
* With a customer-centric approach, you will qualify their career goals and identify how Juno School of Business can help them.
* Following up with existing prospects to ensure that we are able to open up new realms of possibilities through the power of Juno!
* Updating and maintaining MIS reports
* Above all, a committed attitude towards the completion of daily inputs and outputs, with the goal of matching (and exceeding) targets.

Ideal Candidate Profile:

* Bachelor’s degree from a reputed school/university; MBA/Masters would be an added advantage but not necessary
* Experience in Ed-tech is not necessary but some experience in sales is definitely required
* Excellent communication skills are a must and candidate should have basic know-how of Microsoft Excel
* Record of meeting and exceeding sales quota/target in previous sales stints
* High on execution rigor, extremely proactive and flexible in approach
* Strong interpersonal skills and positive attitude

Perks and Benefits:

* Performance driven work environment
* Opportunity to work with young & extremely ambitious peers; earn up to unlimited incentives
* Fast career progression