

Company Profile:

Extramarks provides learning solutions to students of K-12 segment. It's learning App has become extremely popular amongst students in India and abroad. Premier schools in India are already using Extramarks learning solutions to deliver education to students. Extramarks also prepares students for entrance examinations through Learning App and Smart Coaching Centers for IIT-JEE and Medical. These centers provide perfect blend of expert faculty and digital technology to ensure concept based learning instead of rote learning. Extramarks Learning App and Learning Tablet have become extremely popular amongst students of K-12 who study at home only with Extramarks. Click to visit : <https://www.extramarks.com/>

Batch: 2020 Pass Out

Job Role: Business Development Executive (BDE)

Work Locations: KERALA AND KARNATAKA

Remuneration: CTC Upto 12.4 LPA & Min CTC 4 -8 LPA

Education : B.E / B.Tech – All Branches, MCA & MBA

Eligible : All students with Good Communication Skills can attend.

Role also includes:

- 1) New Customer Acquisition
- 2) Conversion of leads received through various marketing channels
- 3) Consistently achieve revenue targets in line with teams
- 4) Understand the customer requirement and pass on insights towards the product based on customer interactions
- 5) Managing sales to Post sales support activities.
- 6) Customer Relationship, Market Segmentation and Brand Promotion
- 7) Product pitching for new customers, Retaining customers, Database collections
- 8) Generate requirement for E learning via Direct sales / Inside sales / b2c / b2b activities.
- 9) Maintaining relationship with the customers as well as acting as link between the clients and the organisation and promote smooth experience for the users
- 10) Develop and manage efficient networks for Business Development.

Sector: Education Sector mainly focusing on K12 Segments.

