

JOB DESCRIPTION

Company Name : **LaunchEd Global**

Job Profile : **Business Development Executive**

Industry : **Edutech**

Company Overview

Launched is a new-age educational technology company on a mission to transform the learning landscape for India's 2.5+ million annual graduates. Backed by prominent angel investors, we're pioneering an AI-driven approach to bridge the critical skills gap in today's job market. We're revolutionizing how students transition from education to employment.

Quick Facts about the company

- 200+ passionate employees and growing.
- Partnership with 200+ leading companies.
- Global presence across 55+ collaborated companies.
- Angel-funded startup with strong growth trajectory.



Why Join Launched?

1. Be part of India's educational transformation.
2. Work with cutting-edge AI technology.
3. Rapid career growth opportunities.
4. Competitive compensation.
5. Young and dynamic team.
6. Global exposure.

Roles and Responsibilities:

1. **Client Acquisition:** Actively prospect new clients through direct contact, word-of-mouth(cold calling), and collaboration with the sales and marketing team to generate new business opportunities.
2. **Sales Process Management:** Oversee the sales process from start to finish to ensure effective client attraction and conversion.
3. **Client Recommendations:** Identify opportunities for upselling and cross-selling, suggesting relevant upgrades or additional products and services tailored to the clients' needs.
4. **Outbound Outreach:** Conduct multiple outbound calls to potential clients to introduce company offerings, build rapport, and generate interest.
5. **Proposal & Contract Creation:** Draft and present business proposals and contracts, aiming to increase revenue and secure long-term business relationships with clients.
6. **Client Pitching:** Prepare and deliver compelling sales pitches to prospective clients, highlighting key benefits of products and services.
7. **Client Relationship Management:** Develop and maintain strong, long-lasting relationships with clients, ensuring their needs are met and expectations are exceeded.
8. **Networking Enthusiast:** Display enthusiasm in building and nurturing relationships with people, leveraging networking opportunities to expand business contacts.

Job Skills & Qualifications:

1. Any graduation is preferred.
2. Excellent verbal and written communication skills & the ability to call, connect and interact with potential customers.
3. Able to professionally and confidently communicate.
4. Excellent analytical and time management skills.
5. Ability to work independently or as an active member of a team.
6. Demonstrated and proven sales results.

Location: Bangalore(Work from Office)

Working Days: 6 days work per week (Saturday & Sunday mandatory working)

Package:

During Training:-

UG = INR 18,000 + INR 10,000(Incentives)

PG = INR 20,000 + INR 12,000(Incentives)

After Training:-

Pre Placement Offer

UG = 5 to 7 LPA

PG = 6 + 3 LPA

Rewards and perks of being a Business Development Executive : Monthly incentives, roll out incentives, bonuses and honour for top performers.

Website link: <https://launchedglobal.in/>

