



JOB DESCRIPTION

Unlocking Potential, Building Skills: Your Journey To Success

Corizo is an edtech platform that helps students with internships, professional training programs, career guidance, and mentorship. Our aim is to bridge the gap between formal education and the ever changing requirements of the industry.

We at Corizo bring together the students aiming for successful careers, knowledge and experience accumulated over the years by our industry experts to create a holistic learning platform. Our platform helps students discover programs, and get trained in their fields of interest with the latest market requirements.

Job Designation: **Business Development Associate (BDA)**

Roles and Responsibilities:

- Identify and develop strategic relationships with potential customers.
- Develop a strong pipeline of new customers through direct or indirect customer contact and prospecting.
- Ongoing monitoring and analysis of pipeline to review performance & optimise accordingly to ensure objectives are met.
- Maintaining strong follow-ups and regular feedback calls.
- Creating lead engagement plans and strategy.
- Studying the details of each offering and remaining abreast of updates to these offerings.
- Efficient and effective lead utilisation with consistent follow-ups, low Turn-Around-Time (TAT) and increased connectivity with multiple attempts.
- Update and create tailored client proposals and negotiate further to close the deals Building cross-discipline relationships in the organisation, partnering closely with the growth and marketing team, providing feedback and insights.

Skills Preferred:

- Excellent verbal and spoken communication skills (Preferably English).
- Ability to persuade and negotiate.
- Ability to work in a team.
- Self- motivated and able to handle pressure.
- Fast-learner, keen on details, and self-motivated.

Eligibility Criteria:

- Final year students with no more than 3 arrears.
- Minimum GPA of 5.0.
- Students with previous experience in business development roles will be given priority.
- All graduates and post-graduates are eligible.

Interview Rounds:

1. Group Discussion
2. HR Round
3. Managerial Round

Probation Period:

- During the period of probation your monthly CTC will be **INR 15,000 + incentives upto INR 10,000.**
- The first ten days will be on job training (OJT) which will be unpaid.
- You will be under probation for a period of **90 days (3 months)** from the date of joining and will be confirmed after a review of your performance during the probationary period.

Full - Time Employment:

Compensation Offered:

Fixed CTC - **INR 400,000 LPA** plus a Variable CTC - **INR 250,000 LPA** which is uncapped as of date.

Location: Bangalore (Work from Office)

Address: 5th floor, VMF2+7FJ Classic Arena, Hosur Rd, AECS Layout - A Block, Singasandra, Bengaluru, Karnataka 560068

From Corizo Edutech Pvt.Ltd,



SUDAKSHINA DEBORAH MOSES
HR MANAGER

