



JD - BDE

About TrainingCentral Solutions Private Limited

TrainingCentral Solutions Private Limited (TC) is a leading edtech company focused on solutions for the finance industry. We service the learning requirements of some of the top names in the BFSI domain through cutting-edge solutions and products to our clients. We have strong technology design capabilities and architect solutions for pan-India delivery for the learning needs of customers from blue chip organisations to the smallest local bank.

We invite dynamic business development executives (BDEs) to the exciting world of edtech sales & marketing. We are launching our portal and marketing initiative and look to BDEs to expand our customer-base across India.

FOR BD EXECUTIVE(s)

Position	Business Development Executive
No. of candidates required	1
Experience	0-2 years (Freshers welcome)
Education	Graduate (BBA, BMS, B.Com)
Desired Candidate Profile	<ol style="list-style-type: none">1. Have be able to communicate features and advantages of technology products in a simple manner.2. Should be systematic and diligent in accomplishing tasks and targets assigned.3. An effective communicator with good presentation skills and abilities in forging business partnerships and establish beneficial relationships with partners.4. Should have good command on English and be able to converse smoothly in Hindi.
Key responsibilities	<ol style="list-style-type: none">1. Be able to efficiently complete marketing and sales tasks and provide MIS to seniors on daily and weekly basis.2. Emailing TC product and marketing content to prospect on a daily basis.3. Follow-up calls with prospects and achieving pre-defined targets for the same.4. Handle concerns/queries from prospects and generate interest and desire to purchase TC Online Learning Products and Solutions5. Gain sound product knowledge about TrainingCentral product range and present the same to prospective TrainingCentral customers along with TrainingCentral credentials.6. Report to the CEO and CFO while achieving sales targets and build relationships with clients.7. Input all call details and follow-up details in the CRM.8. Build digital marketing presence for TC Learning Solutions on



		<p>relevant platforms, such as LinkedIn, TC portal, etc.</p> <p>9. Contribute to design, content changes in marketing collateral for TC Learning Solutions.</p> <p>10. Assist Team Leader in reporting for Sales activity, Sales Funnel and Sales achieved MIS on weekly basis.</p>
	Other Specifications	<p>Nature of Work: Office-based job with occasions of participating in an Client office meetings with senior management.</p> <p>Comfort in a regional language</p> <p>Location: Charni Road, Mumbai</p> <p>Office timing: Similar to Banking days from 10 am to 6 pm</p>