

## **BD Intern at Opportunity Cell**

### **Job Description**

#### **Qualifications:**

- Pursuing/ Pursued Graduation in any stream.
- Candidate with Sales background in Education domain will be given preference.
- Proven ability to meet targets.
- Detail and process oriented.
- Self-starter and self-motivated.
- Excellent communication and relationship development skills.

#### **Responsibilities:**

- Working on different strategies to improve Services and user outreach.
- Concept Selling: Sell Online Advertising Solutions to the educational Institutes/training agencies/ B2B Marketing & Advertisement Sales.
- Relationship Management: Develop and manage relationship with senior management at companies and educational institutes through email, telephonic or face to face conversations.
- Drafting Proposals: Expertise in drafting proposals and preparing presentations for the clients.
- Revenue Generation: Responsible for generating Ad sales revenue by developing online / mobile advertising opportunities.
- Strategy Planning: Create a strategic roadmap and execution plan for acquisition of new clients in line with the overall organizational objectives.
- Sales Forecasting and target achievement: Take complete ownership of the sales process, forecast sales for specific periods and generate the targeted revenues.
- Other job related tasks that may be assigned from time to time.