

Job Description for Business Development Associate (Online sales)

Company Profile: iDreamCareer.com (iDC) is India's leading EdTech venture recognized as World's top 200 EdTech companies by ASUGSV Summit 2020 & the top 100 EdTech companies in South Asia by Holon IQ 2020. It works with high school & undergrad college students via its full-stack career & college guidance product that includes 1047 hours of content on careers, colleges, exams, scholarships, reliable & validated psychometric assessment tools & personalised counselling. Its current reach is 20 million+ students across India, Middle East. It has partnered with 14 state governments, 150+ private schools including the 3 of the top 10 ranked schools in India & works extensively as a technical partner of UNICEF, India, and most recently with CBSE for 25,000 schools & 6.5 million students.

Job Level: Entry Level – Business Development Associate (Online sales)

Location: Work from Home

Job Description:

- You shall be working in the B2C vertical of iDreamCareer
- Your primary task is to handle calls from customers or clients to apprise them about iDreamCareer products.
- Manage 30-40 leads per day who visit iDreamCareer website.
- Make outbound calls and help the customer understand what iDC does and how a suitable career guidance program would help them.
- Update the status on CRM after sending out a customized mail.
- Follow-up with leads on a regular basis through calls and WhatsApp

Eligibility Requirement:

- Minimum 2 years' experience in selling products/services on the telephone is a must
- Minimum educational qualification – Graduate
- Good communication and analytical skills.
- Excellent flair for an online telesales role
- Good interpersonal skills
- Experience of working in a sales/sales counselor role in EdTech companies will be given preference.