

## Nxtwave Disruptive Technologies Private Limited is Looking for Business Development Associate S[...]

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Company: Nxtwave Disruptive Technologies Private Limited

Location: Dera Ghazi Khan Division

Category: other-general

### Job Discription

You're ideal for this role, if

You're interested in guiding students with their career decisions

You have the empathy to address all queries regarding NxtWave courses for potential learners and help them make a decision faster

You have proven experience of direct interactions with customers (an added advantage)

You're looking to work in the environment of a high-growth startup

You're looking for a Business Development role where you also find meaning in your work

### What will you be doing

Acting as a mentor & guide and being a source of career advice for potential learners.

Counseling learning prospects, offering career advice and providing a sense of how CCBP 4.0 Programs can accelerate their career.

Establishing the effectiveness and uniqueness of CCBP 4.0 Programs.

Taking responsibility for the entire sales closing life cycle for your assigned leads.

Phone/video calls, product demonstration, sales closing, and post-sales relationship management fall under this category.

Maintaining a detailed database of all the interactions with the leads and providing constant feedback on the quality of the leads to the respective team.

Carrying weekly revenue and enrollment targets.

What are we looking for

An individual with excellent Bengalicommunication skills interpersonal abilities, and presentation skills.

Highly Dedicated Individuals who are hardworking and with extreme determination.

Reliable and trustworthy individuals who can easily build rapport with the prospects. People with a strong sense of empathy and great patience.

People with a systematic approach to building sales funnels, tracking feedback, prioritising tasks, and consistently exceeding targets within the deadlines

A sales mindset, to effectively communicate NxtWaves offerings to its prospective learners and achieve revenue targets

Passion for delivering the highest levels of customer service at all times

Sales Experience with the EdTech domain is an additional advantage.

Languages Known:

Native speaker of Bengali

Proficiency in English will be an advantage

Work Location & Working Days:

Work from Home currently and should be flexible to come to the office whenever required  
6 – Day Week

Note: Currently, we have various openings for multiple roles & we will be informing you of the Final Job Role and Salary CTC based on your performance in the selection process.

#J-18808-Ljbffr

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