



<https://eduvy.in/job/head-business-development-school-onboarding/>

Head – Business Development School Onboarding

Description

Positions Open : 3
Joining Date : Immediate

We are looking for an experienced person in Business Development and B2B partnerships preferably in Education sector to head the business development team. **Preference would be given to candidates who have an experience in Education sector.**

Hiring organization

Eduvy

Employment Type

Full-time

Job Location

Bangalore

Working Hours

9:30 AM – 5:30 PM

Date posted

May 22, 2021

Responsibilities

- -> Maintain relationship and co-ordinate with all the BDs of the company
- -> Structure the targets of each BDM and ensure the targets are met in all regions
- -> Ensure all BDMs are motivated and maximum number of schools are partnered
- -> Hiring new BDMs who can contribute in business expansion actively
- -> New Client Acquisition & Business Development; Tapping new Education Institutes (Schools, Colleges, Classes, etc.) and close the deal
- -> Build and handle collaborations with new Education Institutes
- -> Relationship building with these Institutes
- -> Maintaining relationships with key people in the education industry and liaising with relevant colleges/institutes
- -> After onboarding new Schools and Classes; ensuring Training the counsellors about the Eduvy product
- -> Understand the product to negotiate the financial model and guide the BDMs for the same.
- -> Develop and update strategies to build partnerships with Education Institutions.
- -> Creating product awareness across all institutes
- -> Act as a bridge between the company and its current market and future markets
- -> Possess excellent team building and people management abilities
- -> Good Communication Skills.
- -> Coordination with Sales, Operation and Technology team for smooth processing.
- -> Work in a structured and organized manner.
- -> Must have his/her weekly agenda.
- -> Reporting daily appointments to the CEO

Qualifications

- -> CA/Engineer/Lawyer/MBA-Finance and Marketing etc.
- -> Graduates and Post Graduates.
- -> Min 4+ years of Experience in relevant industry.
- -> Thorough knowledge of **Microsoft PowerPoint, Word** and **Excel**.

Job Benefits

(As per industry standards)

Interested candidates please send your updated CV to infoeduvy@gmail.com

Contacts