

# Intellipaat Software Solutions P. Ltd. 2024 Batch

NOTICE Campus Drive ||Intellipaat Software Solutions - Campus Drive - B.Tech (All Branch)- 2024 Batch  
Website:- <http://www.intellipaat.com/>

**IMPORTANT NOTE:-** 1) Last Date of Registration is Tomorrow 27th September, 2023 (Till 12 Noon) on link, if interested:

**Registration Link:** <https://forms.gle/TAafVxuvgeYTMDmb8>

- About "Intellipaat Software Solutions Private Limited"-Intellipaat is a global online professional training provider and create courses in collaboration with top MNCs and universities such as IIT Madras, IIT Roorkee, IIT Guwahati, IBM, Microsoft, etc., with more than 1 Million learners and 200+ corporates across 55+ countries learning on our platform.
- We are offering some of the most updated, industry-designed certification training programs which includes courses in Big Data, Data Science, Artificial Intelligence and 150 other top trending technologies.

**Recruitment Drive Dates:** Will be notified duly/shortly

## Recruitment/Selection Process:

Step 01: Interested candidates have to apply online at the link. Post registration, short listing of students on the basis of registration details.

Step 02: Online Test & GD

Step 03: Online Technical Interview (2 Rounds) (Elimination Round).

Step 04: Online HR Interview (Elimination Round)

**Profile:** We are hiring for the position of Business Development Trainee

**Educational Qualification:** B.Tech (All Streams) 2024 passed out batch.

**Cut Off Criteria:** No criteria

**Gender:** Male/Female

**Job Location / Joining:** Bangalore, Karnataka.

- The internship period will start from Jan'24.
- From Jan'24, candidates have to report and work from Bangalore office. However, they will get leaves during final semester exam dates.
- Candidates should be ready to relocate to Bangalore

**CTC (SALARY):** For Both Interns and Full Time Employees:

- 1) 22000 In hand Fixed salary for Six Months @ this six months period you can earn the Performance Based Incentives up to 15000 per month
- 2) Once you Complete your six months of training period the CTC will be 7, 25,000 (Seven Lakh and Twenty Five Thousand Rupees) In which 3,62,400 Fixed + 3,62,600 Performance Based Incentives = Total 7,25,000
- 3) Your first month's salary will be dispersed by 20th of Next month. (Eg: If you join by 15th of June your salary will be released on 20th of July)
- 4) If you join after 20th your remaining days salary will be dispersed along with second month salary. (Eg: If you join by 20th of June your June and July salary will be released by August 5th)

## Skill Requirements:

- Excellent spoken and verbal skills
- Ability to persuade and negotiate
- Ability to work under stress
- Ability to work in a team
- Fast-learner, keen on details, and self-motivated

## Roles and Responsibilities:

- Calling the leads provided in the CRM and understanding their requirements of career up-skilling and pitch the right course as per their needs.
- Consistently achieve revenue targets in line with team/organizational objectives.
- Proactively identifying cross-selling/up-selling opportunities with existing customers.
- Identifying references through the existing customer base to increase the sales pipeline.
- Should be maintaining all customer interactions in the CRM.
- Should have decent exposure working with any CRM like Salesforce, Zoho, etc.
- Managing all pre-sales to post-sales support activities for the assigned leads.
- Follow up on leads and conduct research to identify potential prospects.
- Consistently achieve revenue targets in line with team/ organizational objectives.
- To understand customer requirements based on past customer feedback.

**Bond/ security details/ Service Agreement:** Not applicable