

Job Title: Business Development Associate

Company: Be10X // Office Mastery // Mad About Sports

Job Type: On-Site

About Be10X:

Be10X & Office Mastery is a leading educational technology company dedicated to empowering individuals with cutting-edge skills and knowledge. With a proven track record of success, we have impacted over 50,000 satisfied customers across India through our transformative workshops and mastery programs. Our commitment to excellence extends to reaching nearly 1 million individuals through engaging and impactful workshops. At Be10X & Office Mastery, we are shaping the future of learning and skill development, one workshop at a time.

Job Description:

Be10X & Office Mastery is seeking highly motivated and enthusiastic individuals to join our Inside Sales team as Inside Sales Representatives. As an Inside Sales Representative, you will be responsible for connecting with potential customers over the phone, understanding their needs, and effectively closing deals to drive revenue growth. This role offers a dynamic opportunity to engage with a diverse customer base and contribute to the success of our innovative educational solutions.

Key Responsibilities:

1. Conduct outbound calls to prospective customers provided through lead generation efforts.
2. Engage with customers to understand their educational needs and challenges.
3. Present Be10X Ed-tech's products and services in a compelling manner, highlighting key features and benefits.
4. Build and maintain strong relationships with customers to facilitate the sales process.
5. Effectively manage customer objections and concerns to overcome barriers to sale.
6. Close sales and achieve monthly revenue targets.
7. Provide accurate and timely updates on sales activities and progress using CRM software provided.

Requirements:

1. Excellent communication and interpersonal skills, with the ability to engage customers effectively over the phone.
3. Strong negotiation and persuasion abilities to close deals and overcome objections.
4. Goal-oriented mindset with a track record of meeting or exceeding sales targets.
5. Ability to adapt to a fast-paced, dynamic work environment.
6. Graduates in any domain or Bachelor's degree in business, marketing, or a related field.
7. Excellent organizational and time management skills, with the ability to prioritize tasks and meet deadlines.
8. Fluent English speaking person get high preference.

Benefits:

1. Competitive salary and High Incentive structure.
2. Opportunity for career growth and advancement within a rapidly growing company.
4. Comprehensive training and support to enhance sales skills and product knowledge.
5. Access to cutting-edge educational resources and tools.

Interested students click the following link :

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