

Business Development Manager(2-3 YEARS)

Description

We are looking for dynamic and results-driven Business Development Manager to join our Training division. The ideal candidates will be responsible for driving sales and increasing student enrollments in our various IT training programs.

About Us

GALTech School of Technology is a premier IT finishing school that prepares students for successful careers in the tech industry. We offer a range of job-oriented courses, including Full Stack Development, Data Science, AI, Digital Marketing, and more. Our programs include practical training through live projects, mentorship from experienced professionals, and job placement assistance.

Primary Focus

1. Directly selling courses to customers.
2. Meeting specific sales targets.

Responsibilities

1. Identifying potential customers and generating leads.
2. Making sales calls, presentations, and closing deals.
3. Maintaining relationships with existing customers.
4. Reporting on sales activities and performance.

Skills Required

1. Strong sales and negotiation skills.
2. Excellent communication and interpersonal skills.
3. Ability to understand customer needs and offer suitable products/services.
4. Proven track record of meeting or exceeding sales targets.

Nature of Work

1. More transactional and focused on short-term results.
2. Often involves aggressive sales targets.

Qualifications

1. Education: Bachelor's degree in Business, Marketing, or a related field.
2. Experience: 2-3 years of experience in sales, preferably in the education or training sector. Freshers who are confident in their sales skills can also apply.
3. Attributes: Self-motivated, target-driven, and capable of handling multiple tasks efficiently.

Benefits

1. Competitive salary and performance-based incentives.

Date posted

April 19, 2025

Job Location

Koratty, 680308, Thrissur, Kerala, INDIA

Employment Type

Full-time

Skills

Negotiation
Skills, Communication, Lead Generation and Conversion

Industry

Software Development

Base Salary

INR 20000 - INR 50000

Working Hours

09.00 AM – 06.00 PM

2. Opportunities for professional growth and development.

How to Apply

Interested candidates can send their resume and cover letter to hr@galtech.org. For more information about our courses and services, visit our website <https://www.galtechlearning.com>

Join us at GALTech School of Technology and help shape the future of IT education!

Education

Bachelor's Degree

Contacts

Email: hr@galtech.org

Call: +91 6282845368

Valid through

03.05.2025