

## Business Development Executive (0 – 1 Year)

### Description

We are looking for dynamic and results-driven Business Development Executives 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: 0-1 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 5, 2025

### Job Location

Koratty, 680308, Thrissur, Kerala, India

### Employment Type

Full-time

### Skills

Sales, Negotiation skills, Communication skills, and Interpersonal skills.

### Industry

Software Development

### Base Salary

INR 10,000 - INR 20,000

### 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](mailto: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](mailto:hr@galtech.org)

Call: +91 6282845368

### **Valid through**

19.04.2025