BUSINESS DEVELOPMENT ASSOCIATE (BDA)

Campus Recruitment | Skillentrix Technologies Pvt. Ltd.

LOCATION
5th Floor, Road No. 151, 1st Cross, Sarjapura Road, Koramangala, Bangalore

ABOUT SKILLENTRIX
Skillentrix Technologies Pvt. Ltd. is an EdTech company focused on delivering practical, career-oriented learning and enabling students and professionals to build industry-relevant skills. We are expanding our young, driven team and invite institutions to share this opportunity with eligibl e students.

ROLE OVERVIEW
We are looking for articulate, motivated, and career-oriented candidates for the position of **Business Development Associate (BDA)**. The role provides hands-on exposure to business development, professional communication, client relationship management, and growth initiatives in a fast-paced, performance-driven environment. The selected candidates will identify and develop business opportunities, engage with prospective clients and partners, maintain professional relationships, and contribute to the company's growth objectives. Candidates should be confident communicators who are eager to learn, take ownership, and build a long-term career in business development.

ELIGIBILITY CRITERIA
- CMA Qualified candidates
- **Batch eligibility: 2025/2026/2027**
- Strong spoken and written English communication skills
- Candidates willing to work from the Bangalore location

TRAINING AND CAREER PROGRESSION
- **Training: 10 days** of structured professional training covering company operations, business processes, communication, and role expectations
- **Post-internship CTC: ₹8–₹10 LPA**, plus annual performance-based incentives of **up to ₹2,00,000**

KEY RESPONSIBILITIES
- Identify and engage with prospective customers, institutions, and business partners
- Understand requirements and communicate relevant Skillentrix solutions clearly
- Build and nurture professional relationships through calls, meetings, and follow-ups
- Maintain accurate records of leads, interactions, and opportunities
- Coordinate with internal teams to support business development initiatives
- Achieve defined performance objectives while maintaining high professional standards

IDEAL CANDIDATE PROFILE
- Excellent command of English and confident professional communication
- Strong interpersonal, presentation, negotiation, and analytical skills
- Self-motivated, disciplined, target-oriented, and willing to take initiative
- Professional, ethical, adaptable, and collaborative in a corporate environment
- Keen to learn and develop a career in business development and client engagement