
BUSINESS DEVELOPMENT INTERNS

RESPONSIBILITIES

We are looking for enthusiastic and fast-learning Interns for our Strategic Business Development team. We are looking for students who are self-starters, result-oriented and can get things done! If you are naturally inclined to lead and guide others, have passion for growing networks – you are ideal candidate for us.

The Intern will work directly with the management team on developing and executing strategies for the business expansion. The key responsibility would be to create and develop strategic accounts, including among Corporate, Engineering Colleges, Graduate Business Schools and MBA Institutes. The Intern will learn key tenets of marketing & sales, consultative sales, key account management and tools and strategies for effective business development. This Internship is ideal for someone who is interested in furthering his or her education and experience in the world of services and relationship marketing.

This will be a paid internship with an attractive stipend.

BUSINESS DEVELOPMENT

- Sourcing new customers through creation of database of potential customers
- Establishing contacts with potential clients and effectively communicating MyAbhyaas' value proposition through proposals and presentations
- Organizing MyAbhyaas' branding & activity promotion
- Generating business leads through networking, interactions, and presentations
- Organizing competitions and events in colleges
- Understanding competitive landscape & trends to contribute to tactical decision making
- Identifying decision makers and influencers among customers segments
- Working on other projects as assigned

REQUIREMENTS

- Creative self-starter who is comfortable with both taking initiative and working in collaboration
- Excellent communication and presentation skills
- Excellent networking skill
- Experience with Microsoft Office Suite (Outlook, Word, PPT, Excel) essential
- Available to work full time

ELIGIBILITY

- Must be enrolled in an MBA / Post Graduate Program in Business Management
- Candidate with a strong desire to learn and a positive attitude. We would prefer candidates who exhibit a strong work ethic and have a sense of ownership
- Candidate should be flexible and willing to take on multiple tasks in a start-up environment

ABOUT MYABHYAAS

MyAbhyaas is one of the fastest growing Edu-tech start-ups. We are a leading Learning & Development / Training solution providers to companies and colleges in India, the Middle East & Africa. We work with strategic decision makers to boost their company's **Virtuous Cycle Of Growth** through development of human capital.

We work with graduate and post-graduate students to increase their exposure to practical skills needed for them to emerge as competent professionals. We are working towards upgrading skills of millions of youth and bridge the gap between traditional colleges education and what corporate look for. For this we work with leading instructors, all with over a decade of corporate experience, who help transition students / inexperienced professionals to a through professional in the required area of expertise.

WORKING ENVIRONMENT

As a growing start-up, MyAbhyaas has a fast-paced collaborative working environment. We brainstorm, strategize and find solutions together to help solve challenging problems faced students and professionals. We appreciate fresh perspectives from our team members and encourage them to participate in decision making at their level.

TO APPLY

Please send your resume to us at career@myabhyaas.com