

NIRMALA MEMORIAL FOUNDATION COLLEGE OF COMMERCE AND SCIENCE

NMFC/COM-14/UG2023

18/8/2023

PLACEMENT NOTICE FOR GRADUATE AND POSTGRADUATE STUDENTS OF ALL PROGRAMMES

KIME Careers , an Ed-Tech company, has an urgent requirement of **BUSINESS DEVELOPMENT EXECUTIVE**. Details are follows :

NAME OF COMPANY	KIME Careers
JOB PROFILE	BUSINESS DEVELOPMENT EXECUTIVE Job Type: Full-time
SALARY	CTC- Up to 5.10 LPA <ul style="list-style-type: none">● Work Location- Kothrud, Pune. & Kandivali, Mumbai● Interviews will be conducted face-to-face.● CTC would be a combination of Fixed + Variable i.e 45% Fixed + 55% Variable.
Company Profile	<p>KIME Careers is an Ed-Tech company that deals in distance learning programs and enrolls students for the same for universities. We bridge the distance between a working professional and college. With an aim to help a working professional decide the right career path towards excellence and growth through the best University Portfolio and prepare them to derive exceptional skills and competence to sustain in ever evolving and challenging markets.</p> <p>Please follow Website: http://www.kimeedu.co.in/ LinkedIn profile: https://www.linkedin.com/company/kime-careers for further details on the company.</p>
QUALIFICATION	Graduates/ Postgraduates
NO. OF VACANCIES	1
OUR UNIQUE PARAMETER	<ul style="list-style-type: none">● Great work culture.● Career development opportunities.
RESPONSIBILITIES	<ul style="list-style-type: none">● Identifying opportunities for new Business Development through Lead Generation.● Co-ordinate pre-sales and post-sales follow up.● Presenting our product to potential clients.

	<ul style="list-style-type: none"> ● Closing sales and working with the client through the closing process. ● Building long term trusting relationships with clients. ● Achieving Monthly targets. ● Creating and maintaining a database of prospect clients; maintain a database (Salesforce, Excel) of prospective client information ● Achieving Monthly targets. ● Inside sales & Outdoor meetings if required
SKILLS REQUIRED	<ul style="list-style-type: none"> ● Good Communication and Presentation skills ● Enthusiastic and Spontaneous. ● Passionate about Sales.
HOW TO APPLY (NOTE; IT IS COMPULSORY TO REGISTER ON BOTH THE LINKS)	<p>Click on below given link and fill the details</p> <p>https://forms.gle/FJyVNXQr6Ds2wELX9</p> <p>AND</p> <p>CAMPUS REGISTRATION FORM LINK -</p> <p>https://forms.gle/qJaCTnWGNNE2ifYq5</p> <p>Latest by 21st August, 2023 till 12 noon.</p>



(Vice-Principal)



I/C Principal