

#2989/G, 12th Main Road,
HAL 2nd Stage, Indiranagar,
Bangalore -560 008
Karnataka
+91 - 96869 80181
contact@walnuts.co.in
www.walnuts.co.in

Work With Us!

Job Description: Business Development & Sales Associate
Location(s): Bangalore, Karnataka

About Us:

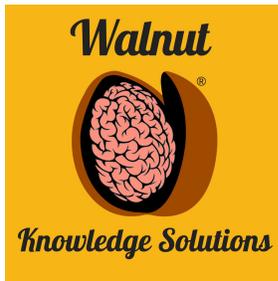
Walnut Knowledge Solutions Pvt. Ltd. is an educational company that aims to bring about curiosity and awareness among children and adults through the use of questions and storytelling. We are trying to solve primary issues of education such as motivation, general awareness and providing context through our various interventions.

We are currently running our flagship QuizShala program for children across schools in Bangalore, Chennai and Pune. Apart from this, we conduct quizzes for colleges and a range of corporates.

Currently, we are actively looking to expand our offline experience to more schools and corporates. As part of this expansion, we are looking to hire a person for the role described below!

Roles to be Played by New Hire(s):

1. Execution of business development strategy while ensuring that annual revenue targets are met;
2. Creating leads for different verticals of business with specific emphasis on schools in different cities especially in Bangalore;
3. Following-up and facilitating meetings with leads;
4. Setting up demonstration sessions;
5. Creating and customising proposals;
6. Ensuring closure of deals;
7. Managing accounts and relationships;
8. Tracking and reporting status of leads in BD/sales cycle;
9. Representing the company in industry events;
10. Exploring of partnerships with different stakeholders while having awareness of services/products in the market.



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Qualifications and experience required:

- 1) Any undergraduate degree is sufficient; Bachelor's degree, in business administration, marketing, or communications is preferable;
- 2) 1-2 years of client-facing experience;
- 3) Friendly with an ability to build trust quickly over the phone and through email;
- 4) Strong written and verbal communication skills;
- 5) Ability to learn quickly on the job and have a problem-solving approach;
- 6) Ability to organize and manage multiple tasks efficiently;
- 7) Strong work ethic and attention to detail.
- 8) The applicant should be comfortable with MS Office;

Above all, the applicant should be passionate and should ideally share our vision for the organization.

Where and who you'll work with:

- This position is based in Indiranagar. You'll be steps away from the nicest restaurants and extremely close to all public transit options.
- Our office is full of smart, fun and driven people!

Compensation:

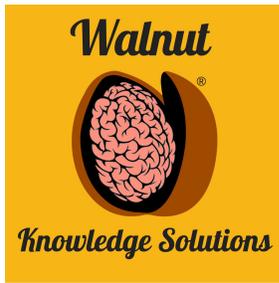
The compensation for the full-time role will be as per the candidate's qualification and experience.

How to Apply:

If you think that you are suited to work with us at Walnut, then write into us at work@walnuts.co.in with:

1. Your qualifications/ updated CV;
2. A short statement of intent;
3. Your contact information.

You can also direct any other queries that you have to the e-mail address listed above.



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(More) About Us:

Apart from QuizShala, Walnut Knowledge Solutions has conceptualised and conducted knowledge properties for clients such as the Prajavani Quiz Championship (engaging 12,000 students across Karnataka), Ascendas BizQuiz (engaging employees of over 300 companies across the Ascendas technology parks) and ConQuest (engaging over 1,000 college students across India).

We have also been knowledge partners and conducted quizzes across the IITs, IIMs, BITS, and Symbiosis Law School, among others. While covering general topics like business, culture, and technology, we have also conducted niche quizzes on topics like big data, food, and diversity. We have hosted more than 100 shows so far.

Fun Fact:

Walnut is the first and only organization to conduct a quiz in the Antarctic peninsula and has a Limca Record for the same!

Get Social:

Twitter.com/askwalnut

Facebook.com/walnutknowledgesolutions