



Business Development Associates

We're Hiring!





About us

India has been experiencing an increasingly mobile-first outlook, especially in education. Leveraging sound and holistic pedagogy, while keeping its users at the centre, Doubtnut is, thus, on a mission to innovate education for the next half billion users.

Overview

A high-engagement K12 vernacular learning platform with 30M Monthly Active Users and 548M minutes of time spent in a month

Specifications

Live classes, video lectures, test series and other learning materials through website and android app

Goal

Doubtnut is bridging the gap in education, largely with respect to quality and accessibility, with a technology-centric model

Towards democratizing education!



Job Description:

Who are you

We're looking for executives, having a flair for or experienced in selling products on call. Your journey will start as an individual contributor, working in a team, directed towards driving business while making the future of the country. Candidates should be self-motivated with impeccable social skills. This is a high-engagement role and thus requires people who are dedicated and have a go-getter attitude.

Your purpose

You will be working to catalyze this growth from 1 to Infinity. In ensuring that Doubtnut reaches millions of kids across the world and plays a pivotal role in making education accessible, your role will be vital. Towards this, we aim for our business to grow at a rate of 100% M-O-M.

Your Milestones

- Call and mentor students, already using the Doubtnut app, to choose the right learning course for them
- Maintain strong follow-ups and regular feedback to assist in getting the calls to closures
- Maintain minimum call talk-time of 3-4 hours per day
- Average dialled calls - minimum 100 per day
- Average connected calls - minimum 45 per day
- Taking Video Calls with potential clients (If required)

Tools you will require

- A laptop with provision to attend video-based team meetings
- A Stable, high-speed, internet connection
- An Android smartphone

Location:
Work from Home





Eligibility Criteria

- Minimum Qualification: Graduation, preferably in B.Tech./B.Sc.
- Ability to bring monthly business worth 3 times their salary
- Excellent verbal communication skills in both English and Hindi
- Ability to communicate with students from diverse backgrounds comfortably
- Knowledge of local syllabus, books, schools, exams will be a plus
- Previous telesales experience will be an added advantage
- Experience in selling offline test-prep products (e.g JEE/NEET courses) will be a big plus to your profile



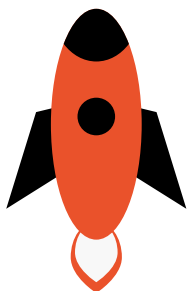
What do we offer



To attract and retain top talent we offer highly competitive packages. We also provide an environment where you'll play a key part in a friendly, diverse team.



Virtually everything we use in the field is created, developed, and manufactured by the team, so you'll have real responsibility from the outset.



Our people collaborate to share ideas and insights—finding the best solutions to continually address new challenges.

Doubtnut

Democratizing education



Find us here:

Find more about what we do and how we do it using the links below:



Play Store



Website



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