

**INSTITUTE OF INNOVATION IN TECHNOLOGY AND MANAGEMENT**

**Training & Placement Department**

Ref.No.:- IITM(JP)-IPU/Notice/2024/1723

Date: 26/06/2024

**Notice No. :1723**

**Internzvalley placement drive for BBA 2024 batch on 27th June, 2024**

**INTERNZVALLEY** intends to conduct a placement drive for BBA final year students.

**Job Profile:** Business Development Intern.

**Qualifications and Skills:**

- Currently pursuing or recently completed a degree in business administration, marketing, or a related field.
- Strong interest in the education and technology sectors.
- Excellent research and analytical skills, with the ability to gather and interpret data effectively.
- Effective communication and interpersonal skills, with the ability to build relationships with diverse stakeholders.
- Strong organizational and project management abilities, with attention to detail.
- Self-motivated, proactive, and able to work independently as well as in a team environment.
- Prior experience in business development, sales, or marketing is a plus, but not required.

**Roles and Responsibilities:**

- **Market Research:** Conduct research to identify potential markets and target demographics for the EdTech product or service. Analyze market trends, competitors, and customer needs to inform business development strategies.
- **Lead Generation:** Identify and generate leads through various channels, such as online research, social media, email campaigns, and networking events. Build and maintain a database of potential customers or partners.
- **Sales Support:** Assist the sales team by preparing sales presentations, proposals, and materials. Help manage and organize sales leads, customer inquiries, and follow-up communications.

**Location:** Bengaluru  
**Work Mode:** Onsite (Work from Office)  
**No of working days:** 6 Days per week  
**Week OFF:** One Rotational Week Off (Between Monday to Friday)  
**Internship Duration:** 6 Months  
**Salary Package:** (During Internship/Probationary Period)  
**Undergraduate:** 16,000 + 8,000(Incentives)  
**Postgraduate:** 18,000 + 10,000(incentives)

**Packages Post Completion of Internship/Probationary Period:**

**Undergraduate:** 4 LPA to 5 LPA  
**Postgraduate:** 5 LPA to 6 LP

  
26/6/24

**Mr. Sudhir Sharma**  
Placement Officer



**Prof. (Dr.) Monika Kulshreshtha Training & Director**

CC: 1. Students Notice Board  
2. Institute's Website  
3. Notice File