

Job Description

Title: Business Development Executive

Location: Bangalore

Experience: 0-1 years

Employment Type: Full-time

Training Duration : 6 Months

Stipend during training : 15,000

Compensation : 3 - 4 L.P.A (post training based on performance)

Job Summary:

We are looking for a highly motivated and results-driven Business Development Executive to join our team. The ideal candidate will be responsible for acquiring new clients, maintaining relationships with existing clients, and driving Hire3x business growth.

Key Responsibilities:

- Build and maintain strong relationships with corporate clients and individual users.
- Develop and implement strategic business plans to achieve sales targets.
- Conduct market research to understand industry trends and client needs.
- Negotiate contracts and agreements with clients to ensure profitable business growth.
- Represent the company at industry events, networking meetings, and business forums.
- Maintain accurate records of sales activities, client interactions, and market trends.
- Provide regular updates and reports to management on business development progress.

Key Requirements:

- Excellent communication, negotiation, and interpersonal skills.
- Ability to develop and execute sales strategies to meet business goals.
- Self-motivated, target-oriented, and capable of working independently.
- Proficiency in, MS Office, and other relevant software.
- Bachelor's degree in Business, HR, Marketing, or a related field is preferred.

Benefits:

- Competitive salary with attractive incentives
- Opportunity for career growth in a dynamic industry.
- Training and professional development support.
- Flexible working environment.

If you are driven, ambitious, and eager to make an impact, we would love to hear from you!

Apply now and be a key part of our growing team!

Job Title: Graduate Trainee

Software Developer (Front-End / Back-End)

Company:

Hire3x

Location:

[On Site]

Experience:

0 - 1 year

Employment Type: Full-Time

About Hire3x

Hire3x is a fast-growing product-driven company that builds innovative platforms in the domains of hiring, skilling, and assessments. We aim to simplify recruitment and training through cutting-edge technology and smart automation. As a fresher developer, you'll have the chance to work on real-world projects, learn from industry mentors, and grow your full-stack development skills.

Role Overview

We are looking for enthusiastic and self-motivated fresher developers to join our tech team. As a part of the development team, you'll contribute to building scalable web and mobile applications. You'll get exposure to both front-end and back-end technologies and be mentored by experienced engineers.

Key Responsibilities

- Assist in designing, coding, testing, and debugging software applications
- Work on both client-side and server-side development tasks
- Collaborate with team members to deliver quality software on time
- Write clean, maintainable code following best practices
- Participate in code reviews and documentation
- Continuously learn new technologies and frameworks as per project needs
- Understand requirements and convert them into functional modules
- Troubleshoot and fix bugs or performance bottlenecks.

Preferred Skills & Technologies (*Knowledge of any of the following is a plus*)

Front-End:

- HTML, CSS, JavaScript
- React.js, Angular, or Vue.js (any one is good)
- Responsive Design & Basic UI/UX Principles

Back-End:

- Node.js, Python, Java, or PHP (any one language)
- RESTful APIs
- Database basics (Any SQL DB, MongoDB, or Firebase)

Tools:

- Git/GitHub
- VS Code or any IDE
- Familiarity with Agile or Scrum (good to have)

Who Can Apply

- B.Tech / B.E / B.Sc / BCA/BSC / MCA graduates
- Passionate about software development
- Basic understanding of programming concepts
- Good problem-solving and logical thinking
- Eagerness to learn and grow in a tech environment

What We Offer

- Hands-on training and real project exposure
- Opportunity to work on end-to-end product development
- Flexible and friendly work environment
- Mentorship from senior developers

CTC details

1. Bachelors - 3.5 to 5 LPA based on overall performance rating during the training
 2. Masters - 4.5 to 6 LPA based on overall performance rating during the training
- All candidates will be paid a stipend of Rs. 15k/- Per month during their Training period.