



Business Development Associate (BDA) - Elythra Edufyi Tech Solutions Pvt. Ltd.

Location : HSR SECTOR 1, BENGALURU

Position Overview:

Edufyi Tech Solutions Pvt. Ltd. is seeking highly motivated and articulate professionals for the position of Business Development Associate (BDA). This role offers an exceptional opportunity to develop strategic business acumen, corporate communication expertise, and client relationship management skills in a fast-paced and performance-driven environment. The selected candidates will play a pivotal role in identifying potential business opportunities, nurturing professional relationships, and supporting organizational growth initiatives aligned with the company's vision and objectives.

Key Details:

Training: 10 days of structured professional training to familiarize candidates with company operations and business processes (Unpaid).

Probation Period: 3 months, with a stipend of ₹18,000 + ₹12,000 per month (based on performance).

Post probation period:

- **For UG students:** Conversion to full-time employment with a CTC of 4.5 LPA + 2.5 LPA Performance Based.
- **For PG Students:** Conversion to full-time employment with a CTC of 6.5 LPA + 2.5 LPA Performance Based

Ideal Candidate Profile:

- Excellent command over English communication.
- Strong interpersonal, presentation, and analytical skills.
- Self-motivated, disciplined, and capable of meeting organizational objectives.
- Demonstrates professionalism, integrity, and adaptability in a corporate environment.
- Willingness to learn, take initiative, and work collaboratively.

Key Responsibilities:

- **Lead Generation:** Identifying and connecting with potential clients and educational institutions.
- **Client Relations:** Developing and maintaining relationship with both the new and existing clients.
- **Market Analysis:** Conducting research to understand market trends and client needs.
- **Product Promotion:** Assisting in the marketing of our EdTech products and service.
- **Reporting:** Providing regular updates on the activities and progress.
- **Support:** Assisting the senior team with various business development tasks.