



DR. SHYAMA PRASAD MUKHERJEE UNIVERSITY
Ranchi, Jharkhand.

**OFFICE OF THE
REGISTRAR**

Memo No: DSPMU/ G/...../24

Date: 14/08/2024

PLACEMENT NOTICE

This is to inform that **Vision Guru** is offering a job opportunity to our 2023 passout and 2024 passout students of UG and PG having degree in any stream. Job description is given below. Interested students contact Placement Officer - Ankit Tiwary.

Job Description

S.No	Job Position	Course Eligible	Stipend	Campus Drive Date
1.	Business Development Executive	Graduate degree in any stream	CTC 4.6 LPA	17 th August 2024 (Saturday)

Interested students can register in the given link below:-

Registration Link: <https://forms.gle/zDAUsnHYJ6Rerfwv5>

MJ
14.8.24

Registrar

DSPMU, Ranchi

copy to:

1. Dean – Student Welfare, DSPMU, Ranchi.
2. All HoD's/Faculty Member of concerned Departments.
3. Website In-charge.
4. PA to VC and Registrar for necessary information.
5. IQAC, DSPMU, Ranchi.



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VISION GURU is seeking a dynamic and results-driven **Business Development Executive** to join their team. The ideal candidate will be responsible for identifying new business opportunities, developing relationships with potential clients, and driving revenue growth for the company. Business Development Executive will play a key role in expanding our client base and increasing our market presence in the career counseling consultancy field.

Job Title: Business Development Executive

Responsibilities:

- Develop and execute strategies to identify and attract potential leads in the education counselling field.
- Generating more leads and stay updated on industry trends and changes in education policies to understand potential leads.
- lead sourcing and creating database of potential leads.
- Utilize social media, networking, and education institution partnerships to generate leads.
- Collaborate with the marketing team to create targeted campaigns and promotional materials to attract new leads.
- provide regular reports on lead generation activities and their effectiveness.
- Prepare and deliver presentations to prospective leads to showcase our services and expertise.
- lead sourcing techniques, including digital marketing, or related field.
- Stay up-to-date on industry trends and changes in educational policies to understand potential client needs.

Qualifications and skills

- Bachelor's degree in education, counselling, Marketing, or related field.
- proven experience in lead generation, preferably in the education or counselling sector.
- Proven track record of success in business development or sales role.
- Excellent communication and interpersonal skills.
- Ability to work independently and as part of a team to achieve lead generation targets.
- Proficiency in Microsoft Office suite and CRM software.
- Knowledge of the career counselling consultancy field.

Benefits:

- Competitive salary
- Performance-based incentives
- Professional development opportunities
- Collaborative work environment



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Pays and Perks:

Fixed + Variable = 4.6 CTC

Location: PUNE | RANCHI | DELHI | PATNA

Requirements:

1. Must have a laptop
2. Requires candidates pursuing a graduation degree
3. Good communication skills
4. Must have the knowledge of CRM and education field.

Note:

- Development Executive is to gain the knowledge, skills, and experience and developing relationships with potential clients and generate leads.
- No Salary Bar for deserving Candidates.
- Need to Serve Notice of 1 Month.

Interested students must fill the Google form below:

Link: <https://forms.gle/zDAUsnHYJ6Rerfwy5>

or

Scan QR Code:



For any enquiry contact Placement Officer.

Regards,

Ankit Tiwary
Placement Officer
DSPMU, Ranchi