

[← Business Development](#)

Business Development Associate | Tamil Speaking | WFH

Remote | Full Time

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NxtWave is one of India's fastest-growing Ed-Tech startups. NxtWave is revolutionizing the 21st-century job market by transforming youth into highly skilled tech professionals irrespective of their educational background with its CCBP 4.0 programs.

NxtWave is founded by Rahul Attuluri (Ex Amazon, IIT Hyderabad), Sashank Reddy (IIT Bombay) and Anupam Pedarla (IIT Kharagpur). In February 2023, NxtWave raised ₹275 crore led by Greater Pacific Capital, a leading international private equity firm. The startup is also backed by **Orios Ventures, Better Capital and marquee angels**, including founders of some of India's unicorns.

NxtWave is an official partner for NSDC, under the Ministry of Skill Development & Entrepreneurship, Govt. of India, and recognized by NASSCOM, Ministry of Commerce and Industry, Govt. of India, and Startup India. The startup has received accolades as '**The Greatest Brand in Education**' in a research-based listing by URS Media, a leading international media house.

By offering vernacular content and interactive learning, NxtWave is breaking the entry barrier for learning tech skills. Learning in their mother tongue helps learners achieve higher comprehension, deeper attention, longer retention, and greater outcomes.

NxtWave now has paid subscribers from **450+** districts across India. In just 2 years, CCBP 4.0 learners have been hired by **1250+** companies including Google, Amazon, Nvidia, Goldman Sachs, Oracle, Deloitte, and more.

Scale at which we operate on tech level (as on February 2023)

- 370 Cr+ learning minutes spent
- 69 Cr+ Code Runs
- 4.2 Bn. + API Requests Handled by our servers

Know more about NxtWave: <https://www.ccbp.in>

Read more about us in the news - [Economic Times](#) | [The Hindu](#) | [Yourstory](#) | [VCCircle](#)

You're ideal for this role, if

- You're interested in guiding students with their career decisions
- You've the empathy to address all queries regarding NxtWave courses for potential learners and help them make a decision faster
- You've proven experience of direct interactions with customers (an added advantage)
- You're looking to work in the environment of a high-growth startup
- You're looking for a Business Development role where you also find meaning in your work

What will you be doing?

- Acting as a mentor & guide and being a source of career advice for potential learners.
- Counseling learning prospects, offering career advice and providing a sense of how CCBP 4.0 Programs can accelerate their career.
- Establishing the effectiveness and uniqueness of CCBP 4.0 Programs.
- Taking responsibility for the entire sales closing life cycle for your assigned leads. Phone/video calls, product demonstration, sales closing, and post-sales relationship management fall under this category.
- Maintaining a detailed database of all the interactions with the leads and providing constant feedback on the quality of the leads to the respective team.
- Carrying weekly revenue and enrollment targets.

What are we looking for?

- An individual with excellent **Tamil** communication skills, interpersonal abilities, and presentation skills.
- Highly Dedicated individuals who are hardworking and with extreme determination.
- Reliable and trustworthy individuals who can easily build rapport with the prospects. People with a strong sense of empathy and great patience.
- People with a systematic approach to building sales funnels, tracking feedback, prioritising tasks, and consistently exceeding targets within the deadlines
- A sales mindset, to effectively communicate NxtWaves offerings to its prospective learners and achieve revenue targets
- Passion for delivering the highest levels of customer service at all times
- Sales Experience with the EdTech domain is an additional advantage.

Compensation:

- Salary CTC: Upto 6LPA + Incentives based on your performance

Languages Known:

- Native speaker of **Tamil**
- Proficiency in English will be an advantage

Work Location & Working Days:

- Work from Home currently and should be flexible to come to the office whenever required
- 6 - Day Week

