

[← Business Development](#)

Business Development Associate - Work From Home - Presales (Tamil/Telugu/Hindi)

Preferable Location(s): Hyderabad | Full Time

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About Nxtwave:

- 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 one of **India's fastest-growing Ed-Tech startups**, 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**.
- As an **official partner for NSDC** under the Ministry of Skill Development & Entrepreneurship, Government of India, and recognized by NASSCOM, Ministry of Commerce and Industry, Government of India, and Startup India, NxtWave has earned a reputation for excellence. The startup has received accolades such as **'The Greatest Brand in Education'** in a research-based listing by URS Media, a leading international media house. NxtWave has also been honored with the **"Startup Spotlight Award 2023"** by T-Hub on its 8th Foundation Day.
- Recently, NxtWave's founders, Anupam Pedarla and Sashank Gujjula, were honored in the **2024 Forbes India 30 Under 30** for their exceptional contribution to transforming the tech education landscape in India.
- The edtech brand eliminates the entry barrier to learning tech skills by offering vernacular content and interactive learning. Learning in one's mother tongue helps achieve higher comprehension, deeper attention, longer retention, and greater outcomes.
- Presently, NxtWave has paid subscribers from **647+ districts** across India. In just 2.5 years, CCBP 4.0 learners have been hired by **1700+ companies**, including Google, Amazon, Nvidia, Goldman Sachs, Oracle, Deloitte, and more.

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

- Our LinkedIn page: [Link](#)
- Next wave of opportunities with 1500+ companies - [Link](#)
- 33M funding news - [Link](#)

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

What are we looking for?

- A Lead Generation Associate with excellent (**Telugu/Tamil/Hindi**) Communication skills (written and verbal), interpersonal abilities along with good proficiency in English
- People with a systematic approach to building sales funnels, tracking feedback, prioritizing tasks, and consistently exceeding targets within the deadlines
- A sales mindset to effectively communicate about high-paying Career opportunities to its prospective learners and drive sales qualified leads
- Willingness to work in a high-growth startup environment.

What will you be doing?

- Outbound calls and generating sales-qualified leads
- Ask pertinent questions to understand the lead and nudge them forward in the presales process.
- Take responsibility for the entire sales qualification life cycle for your assigned leads. Cold calls, follow-ups, lead qualification, and 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.
- Meeting weekly and monthly targets.

Compensation:

- Salary CTC: Upto **3 LPA** + performance-based incentives

Languages Known:

- Native speaker of (**Telugu/Tamil/Hindi**)
- Good proficiency in English is an added advantage.

Work Location & Working Days:

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

The Following Videos will help you to prepare For Interview :

For Telugu:

Tips to crack BDA JOB : <https://youtu.be/3l-QeSGkDiY?si=TJl21hYPzgjzqRVY>

Interview Tips : <https://youtu.be/7vufThNVlz4?si=147b7eVW0AWPHH2N>

FAQ's (Interview Questions): https://youtu.be/rZ_LlorryXg?si=RSViUfDjzJ59PcgY

Eligibility Criteria : <https://youtu.be/9C2SmKJUCnl?si=1aAQ1AKZolB-Q9IB>

How to get BDA Job (Step by step Process) : https://youtu.be/KqjqNRs5-b4?si=rvytq_fEBtTZM6OI

The Following Videos will help you to prepare For Interview :

For Tamil:

Tips to crack BDA Job : <https://youtu.be/FVe9YL10hNI?si=2j9OGD9NoR6V2BoI>

How to get Selected as BDA : <https://youtu.be/FcxDYn20I8s?si=tog9kFRDOMIWvU5T>

BDA Interview Process : <https://youtu.be/nlq4ltMaNw4?si=5dEKdg0vD4P6YtIU>

BDA JOB Role Complete Details : https://youtu.be/kal5SRa_HAg?si=1u4uliYp9k2JWroN

6 Months Experience video as a BDA : <https://youtu.be/YRbV42JH-q0?si=Oq34UKj6FKQ68rj9>