

Job Description - Business Development Associate (Remote)

About our Company:

[Poliglot](#) is an online language school headquartered in California. We blend the expertise of qualified native-speaking teachers with an engaging and personalized curriculum for children to help build lifelong communication skills.

As a Business Development Associate, your job is to grow Poliglot's reach in the US and India markets. Keen interest in education and innovation, being interested in solving business and customer issues through strong lines of communications and presence of mind, inherent ability to position, market and sell an idea or product will be a key skill set for this role.

This is an individual contributor role in an employee-oriented, high performance environment. Your role will start with contacting potential customers (parents and students) to set up meetings, counsel the parents on our learning philosophy and the Poliglot's personalized learning journey.

This is a part time position with revenue responsibility. You will own sales targets and can work as per your own schedule to meet these targets.

Job Requirements:

- Bachelor's degree in B.E / B.Tech / MBA / Post-Graduation or equivalent with proven ed-tech sales experience, specially with the US market
- Ability to create a details plan to achieve the revenue targets expected in the company
- Keen interest in education and a positive attitude in dealing with customers
- Analytical mind & attention to detail with excellent people evaluation skills
- Ability to build and grow relationships with new and existing customers
- Inherent ability to contact clients and position, market and sell an idea or product
- Discuss how our product would meet client requirements and have complete end-to-end ownership of sales

How to Apply ?

Interested candidates please email your resume and contact details to jobs@thepoliglot.com with the Subject line "BD Associate"