



## Business Development Executive

Capabl is a fast-growing **edtech startup** helping professionals and organizations stay ahead by upskilling in emerging and in-demand skills. We are on a mission to empower learners and businesses with transformative knowledge and practical capabilities that drive growth, innovation, and success in today's rapidly evolving work environment.

### Job Description:

We are seeking a **proactive and results-driven Business Development Executive** to drive growth and build strong partnerships for Capabl's programs. This is a hands-on role where you will research, connect, and convert leads, while contributing to strategic business growth initiatives. You will work closely with the leadership team to expand Capabl's reach and impact.

### Key Responsibilities:

- Research and identify potential leads across **LinkedIn, websites, industry events, and networking channels**.
- Gather detailed contact information of decision-makers (CXOs, managers, tech leads) and maintain accurate records.
- Continuously update and optimize the **lead pipeline** using tools or tracking sheets.

- Initiate conversations via **phone, email, LinkedIn, or in-person** to understand business needs and showcase Capabl's offerings
- Identify trends, opportunities, and emerging markets.
- Coordinate in-person meetings, workshops, and corporate visits.
- Represent Capabl at industry events, webinars, and networking forums when required.
- Support collaboration with **educational institutions** to expand program reach.
- Maintain detailed records of conversations, leads, and follow-ups.

### **Who Can Apply?**

- Professionals with **experience** in business development, sales, or client acquisition.
- Confident communicators who can handle **calls, emails, and objections** effectively.
- Curious, proactive, and capable of working independently while collaborating with a fast-paced startup team.
- Curious to know about how AI is transforming business

### **Why Join Us:**

- Be part of a mission-driven startup at the forefront of AI adoption
- Learn directly from founders and real customer conversations
- Build your network with CXOs, developers, and leaders across industries

### **Ready to Apply?**

Apply Here: [Click here](#)

**Location:** Remote

**CTC:** 3.6 - 4.5 lpa + **Incentives** up to ₹ 3 lpa

**Job Type:** Full Time