



Business Development Executive

Capabl is a fast-growing **edtech** 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 dynamic and highly driven professional who can excel in both **Business Development** and **Public Speaking** responsibilities. You will work closely with the leadership team to expand **Capabl's** reach and impact.

Key Responsibilities:

Business Development

- Identify, approach, and acquire new business opportunities, partnerships, and institutional collaborations.
- Develop and implement strategic plans to expand the organization's market presence.
- Build and maintain strong relationships with clients, stakeholders, and decision makers.
- Conduct market research to identify emerging trends, opportunities, and competitive insights.
- Manage end-to-end sales pipelines: lead generation, pitching, negotiation, and closure.

Public Speaking & Representation

- Represent the organization as a keynote speaker, trainer, or presenter at seminars, workshops, webinars, and conferences.
- The candidate will also be responsible for generating and driving bulk sales through large-group presentations, seminars, and public speaking engagements.
- Deliver engaging, high-impact talks that effectively communicate the organization's mission, programs, and value propositions.

- Host student/partner orientation sessions, panel discussions, and corporate presentations.
- Build brand credibility through thought leadership and strong stage presence.

Who Can Apply?

- Proven experience in business development, sales, or partnership management.
- Exceptional public speaking, communication, and storytelling skills.
- Strong negotiation, networking, and relationship-building capabilities.
- Ability to understand client needs and propose tailored solutions.
- Confident personality with the ability to address large audiences.
- Comfortable with travel for events, presentations, and partner meetings.

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](#)

Job Type: Full Time

Location: Remote (initial 2–3 months), followed by complete onsite (Bengaluru)

Travel Requirement: Travel required (all travel and stay expenses will be reimbursed by the company)

Compensation: ₹4.8 – 5.8 LPA (in hand) + incentives up to ₹3 Lakhs