



## Business Development Executive

At [Capabl](#) we believe that everyone deserves access to the right mentorship to unlock their full potential. We're looking for individuals who resonate with our vision and are committed to becoming the best versions of themselves. Challenges excite us, and overcoming them drives us. If this sounds like you, keep reading.

### Job Description:

We are looking for an energetic and confident person to connect with engineering college students and promote our **Agentic AI training programs**. The role involves calling prospective students, explaining program benefits, handling queries, and converting leads into enrollments.

- Call students and explain details of Agentic AI programs clearly and professionally
- Understand student needs and recommend suitable programs
- Handle objections and answer queries regarding courses, fees, and schedules
- Follow up with interested students and close enrollments
- Maintain daily call reports and lead records
- Coordinate with the marketing and academic team for smooth onboarding.

### Key Requirements:

- Excellent communication skills

- Positive attitude and willingness to learn
- Experience in sales / counseling is an added advantage
- Confident phone presence and persuasive ability

### **Ready to Apply?**

Fill out the form: [Click Here](#)

**Base Location:** Bengaluru (Onsite)

**CTC:** 3.6 lpa- 4.8 lpa

**Joining:** Immediate

**Job Type:** Full Time