

Business Development Associate

Location: Bengaluru (Onsite)

Job Type: Full-Time

CTC: ₹3.6 – 4.8 LPA (In-Hand) + Incentives up to ₹ 1 Lakh

Joining: Immediate

About Capabl

At Capabl, we believe everyone deserves access to the right mentorship to unlock their full potential. We are driven by challenges and committed to continuous growth. If you resonate with this vision and are eager to make an impact, we'd love to have you on board.

Job Description:

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

Key Responsibilities

- Reach out to prospective students via calls and explain the Agentic AI programs in a clear and professional manner
- Understand student requirements and recommend suitable programs
- Address queries related to courses, fees, schedules, and career outcomes
- Handle objections effectively and build trust with potential learners
- Follow up with interested candidates and convert leads into enrollments
- Maintain accurate daily call reports and update lead management systems
- Collaborate with marketing and academic teams to ensure smooth onboarding

Key Requirements

- Excellent verbal communication and interpersonal skills
- Strong persuasion and negotiation abilities
- Positive attitude with a willingness to learn and grow
- Confident phone presence and ability to build rapport quickly
- Prior experience in sales, counseling, or business development (preferred but not mandatory)

How to Apply

Ready to take the next step?

 [Apply here](#)

