Business Development Manager

About Capabl

At Capabl, we believe technology assists us unlock so much more potential - human, business and more. We work at the intersection of technology, industry and education to unlock the potential among students and improve college/school performances. We do this through hands-on workshops and industry-focused training in cutting-edge domains such as **Artificial Intelligence and Electric Vehicles**.

Job Description

We are looking for a **dynamic and target-oriented Business Development Manager (with a pathway to be Sales lead and Sales Head)** who can drive both **offline and online sales**. The ideal candidate should be comfortable meeting clients, visiting colleges, managing sales teams, generating leads, conducting sales presentations, and converting prospects through both in-person and digital channels.

Key Responsibilities

- Drive **offline and online sales** for the company's products and programs.
- Visit **colleges, institutions, organizations, and potential clients** to generate new business opportunities.
- Managing the sales team and driving growth on key metrics.
- Identify and develop leads through **field visits, referrals, networking, calls, WhatsApp, email, and social media**.
- Conduct product/program presentations and effective sales pitches.
- Achieve **monthly sales and revenue targets for self and team**.

- Travel to different cities and states, primarily across **South India**, for sales meetings, events, workshops, and business development activities.

Who Can Apply?

We are looking for someone who:

- Preferred- Ex-entrepreneurs who have driven sales
- Is confident and comfortable **communicating with new people and building relationships**.
- Has strong **English communication skills**. Knowledge of a regional language such as **Telugu, Kannada, Tamil, Malayalam, or Marathi** will be an added advantage.
- Is energetic, confident, and comfortable with **face-to-face sales interactions**.
- Is willing to **travel extensively, especially across South India**.
- Has strong persuasion, negotiation, and **business conversion skills**.
- Is self-motivated and capable of working independently.
- Takes ownership of sales targets and is **results-oriented**.

Job Details

- **Location:** Bengaluru
- **Role Type:** Full-Time
- **Compensation:** ₹12 LPA – ₹18 LPA+
- **Joining:** Immediate
- **Travel:** Primarily across South India but open to all places

Ready to Apply?

Fill out the application form:
Click Here