

Job ID: LAN035

Job Title: B2B Executive

Job Location: Bangalore

Job Summary

We are seeking a dynamic and strategic B2B Executive to drive growth by building strong partnerships and expanding our reach within educational institutions. This role involves planning and executing targeted business strategies, pitching our services to key stakeholders, and fostering collaborations to enhance language training programs.

Key Responsibilities

Project Planning:

- Create well-planned projects that cater to the specific needs of clients in schools and colleges.
- Conduct thorough research to understand client requirements and develop project proposals accordingly.
- Collaborate with internal teams to ensure the successful execution of

projects. Business Pitching:

- Proactively pitch our language training services to target audiences, including schools, colleges, abroad studies agencies, educational consultancies, and skill development centers.
- Develop a target-oriented approach to secure new business opportunities and expand our client base.
- Effectively communicate the benefits of our services and tailor proposals to address the unique needs of each prospect.

Nursing College Collaboration:

- Identify and pursue business opportunities in nursing colleges.
- Pitch and organize seminars, webinars, and other language training programs to enhance the language skills of nursing students.
- Build strong relationships with nursing colleges, creating partnerships that benefit both parties

B2B Collaboration:

- Take complete ownership and management of B2B collaborations.
- Identify potential collaboration opportunities and negotiate favourable partnerships with schools, colleges, and other organizations.