AVGOVA SOLUTIONS

Job Description: Business Development Associate (BDA)

Address: 3rd Floor Classic Arena HosurRd, AECSLayout - A Block,Singasandra,Bengaluru,Karnataka 560068

Employment Type: Probation leading to Full-Time Employment

Position Overview

Avgova Solutions is seeking highly motivated and articulate professionals for the position of Business Development Associate (BDA). This role offers an exceptional opportunity to develop strategic business acumen, corporate communication expertise, and client relationship management skills in a fast-paced and performance-driven environment.

The selected candidates will play a pivotal role in identifying potential business opportunities, nurturing professional relationships, and supporting organizational growth initiatives aligned with our corporate vision.

Key Details & Compensation

Component	Details
Initial Training	10 days of structured professional training to familiarize candidates with company operations and workflows.
Probation Phase	6 months duration. Stipend of ₹18,000 per month, with additional performance incentives up to ₹18,000 per month.
Full-Time Conversion	Conversion to full-time employment with a CTC of ₹6 LPA, along with performance incentives up to ₹4,00,000.

Key Responsibilities

- **Market Research & Prospecting:** Identify potential business opportunities, target markets, and prospective clients through structured research and networking.
- **Client Engagement:** Initiate contact with potential clients via calls, emails, and meetings to present company solutions and value propositions.
- **Relationship Management:** Build and maintain strong, long-lasting professional relationships with clients to ensure satisfaction and repeat business.
- **Pipeline Management:** Maintain accurate records of sales pipelines, customer interactions, and conversion metrics.
- **Cross-Functional Collaboration:** Collaborate closely with internal teams to align business pitches with client requirements.

Ideal Candidate Profile

- **Communication:** Excellent command over English communication (both written and verbal).
- **Skills:** Strong interpersonal, presentation, and analytical skills.
- **Drive:** Self-motivated, disciplined, and capable of meeting organizational targets and objectives.
- **Professionalism:** Demonstrates high standards of integrity and adaptability in a corporate environment.
- **Growth Mindset:** Willingness to learn, take initiative, and work collaboratively in achieving business outcomes.

Eligibility & Application

This position is open to final-year undergraduate and postgraduate students across all disciplines. Interested candidates may apply through their college placement cells.