

Assistant Manager, Business Development

Schoolnet India Ltd (www.schoolnetindia.com) is the first and one of India's leading EdTech service providers with two decades of track record, providing digital and digitally-enabled services to K-12 schools and students in the middle and bottom of the economic pyramid (MBOP) – a largely underserved, but highly promising segment in terms of scalability and opportunity. Our mission is to empower every learner by democratizing education, through deployment of technology at scale, and focusing on the principles of access and quality.

You'll be a good fit at Schoolnet if:

You are passionate about democratising access to education using technology to create meaningful impact at scale. You're intellectually curious and a team player. You are a firm believer in taking ownership of your work, while supporting other colleagues to help the organization grow and strive for excellence.

Role Overview:

As we look to scale our efforts in 2022 and beyond, we're looking for an Assistant Manager who's passionate about helping the organisation in maximizing profits.

Responsibilities

- Researching and preparing effective and articulate proposals to help convey the organization work and values to the prospective clients
- Supporting the team in writing proposals for the corporates/PSUs for CSR offerings post the initial meetings.
- Creating a strong pipeline for engaging with corporates/PSUs for meetings/presentations
- Maintaining and providing feedback for business collaterals as required
- Creating a robust and strategic business development strategy in consultation with the larger team
- Conducting research to identify new markets and customer needs in the CSR space
- Liaison with internal as well as external clients to ensure smooth processes
- Identifying chances and opportunities to participate in different forums to build visibility of work undertaken by organization

Desired experience for Business Development, Assistant Manager

- Experience in sales, marketing, or related fields.
- Proficient in Word, Excel, Outlook, and PowerPoint.
- Strong communication skills and IT fluency.
- Ability to manage complex projects and multitask.
- Excellent organizational skills.
- Ability to flourish with minimal guidance, be proactive, and handle uncertainty.