



Job Description of Business Development Associate (BDA)

Job Title: Business Development Associate (BDA)

Company: VisionTech Academy Pvt Ltd.

Location: Hyderabad, Telangana

Duration: 6 Months Internship

Stipend: ₹20,000 per month (₹10,000 (Based on attendance, Fixed) + ₹10,000 (Based on performance))

Post Internship: 4LPA – 7LPA

Company Website: www.visiontech.world

About us: At VisionTech, we are transforming the education landscape with cutting edge technology that empowers both learners and educators. Our mission is to bridge the gap between quality education and real – world skills through innovative and accessible solutions. We are a passionate team of educators, technologists and industry experts dedicated to revolutionizing learning. Specializing in emerging technologies, we aim to provide forward – thinking solutions that prepare students for the future.

VisionTech is more than just an EdTech company – education is at the heart of everything we do. We are seeking self driven, motivated individuals to join our Business Development team and help expand our impact. We have also partnered with leading companies, including **Derive Software Pvt. Ltd.** And **Ransh Pharmacy Pvt. Ltd.** Etc. to further strengthen our mission and reach.

Role Overview: As a Business Development Associate (BDA) Intern, you will play a crucial role in driving sales, expanding our customer base, and promoting our EdTech products and services. The internship provides an excellent opportunity to gain hands – on – experience in the EdTech industry while being part of a fast – paced, dynamic team.

Key Responsibilities:

- Reach out to prospective clients through different communication channels to introduce our products and services.
- Identify and qualify potential leads in the EdTech sector.
- Conduct product demonstrations and effectively communicate the value proposition of our services.

- Build and maintain strong relationships with potential clients and partners.
- Close deals and achieve sales targets.
- Collaborate with sales and marketing teams to optimize strategies and improve conversion rates.

Stipend & Incentives:

- A monthly stipend of ₹20000, which includes:
 1. Fixed stipend: ₹10000 per month based on attendance
 2. Variable stipend: ₹10000 based on the performance
- Target: 20 Enrollments (₹120000)

Post – Internship Opportunity: Upon successful completion of the internship, you will be considered for a full – time position within the company, where the CTC will range from ₹4 LPA - ₹7 LPA, depending on performance.