

**INTERNSHIP (PPO)
PROGRAM
MBA/BBA/BCOM
(PRE FINAL YEAR)**

NAME OF COMPANY:-



About Company: BigShip is an AI driven shipping aggregator that simplifies logistics with ease technology and best customer support. We empower businesses with hassle free logistics solutions across all spheres B2C, B2B, D2C and Cross Border. Serving clients with best in class technology and access to world class services of verified carrier partners, we are present in India across 29000+pin codes and also serving across 150 countries with commercial and non-commercial shipments.

To know more about the company: <https://bigship.in/>

Are you ready to join a dynamic team at India's leading courier aggregator? Bigship Technologies Pvt. Ltd. Is seeking enthusiastic and Passionate Business Development Trainee to propel our growth and expand our clientele. As the number one courier aggregator in India, we pride ourselves on creating lasting impressions and fostering long-term relationships with our clients. We are looking for individuals with exceptional communication skills and a passion for building positive client experiences. Join us at Bigship and be a part of a company that values innovation, excellence, and customer satisfaction. Apply today and take the first step towards a rewarding career in business development!

Key Responsibilities:

- **Cold Calling:** Initiate contact with potential clients through cold calls to generate new business opportunities.
- **Sales Closures:** Convert leads into sales through effective negotiation and relationship building.
- **Client Acquisition & Business Development:** Identify and acquire new clients, fostering long-term relationships to expand our client base.
- **Revenue Generation:** Drive revenue growth by achieving sales targets and maximising profitability.
- **Referential Lead Generation & Sales Management:** Generate leads through referrals and manage the sales pipeline effectively.
- **Sales Process Management:** Oversee the entire sales process from lead generation to closure, ensuring a seamless experience for clients.
- **Account Management:** Maintain and nurture relationships with existing clients, addressing their needs and resolving issues promptly.
- **Coordination with Internal Teams:** Work closely with operations, finance, IT, and other departments to ensure smooth business operations and development.
- **Invoice Payments Follow-ups:** Ensure timely follow-ups for invoice payments, shipment closures, and reconciliations to maintain financial health.
- **Any other tasks as assigned.**

****Excellent communication skills are a mandate. ****

Qualifications

- 0 to 2 years Telesales /Inside Sales experience
- Client Servicing and Selling ability
- Problem-solving ability
- Ecommerce logistics background preferred

Location: Dehradun, Noida, Jaipur, Ahmedabad

At Bigship Logistics Pvt Ltd, you will have the opportunity to gain hands-on experience in sales within the logistics industry. You will work closely with our experienced sales team to understand the intricacies of selling logistics solutions and providing excellent customer service.

Selection process: TELEPHONIC INTERVIEW FOLLOWED BY GD

We Offer:	Description	Monthly
Minimum	(Monthly)	Maximum (Monthly)
Stipend	10000	17000
Retention Bonus	2500	2500
Sub Total	12500	19500
Salary on	11000	18700
confirmation (After		
successful		
completion of		
Probation)		
Retention Bonus	2500	2500
Sub Total	13500	21200
Total CTC	13000	20350

Note: Retention bonus will be paid on successful completion of 1 year and achieving the targets set.

Final offer would be made based on different recruitment process

LINK FOR REGISTRATION: - <https://forms.gle/gTqx6yx2Bjp6UrKM6>

LAST DATE OF REGISTRATION: - 11/06/2024

For any queries or feedback, please feel free to write at Undersigned



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