Dear Job Aspirant,

We wish to connect with you for below position of **Lead- Business Development ( Institutional Partnerships)**

* Designation: **Lead- Business Development ( Institutional Partnerships)**
* Qualification: Bachelors or Masters
* Location: Mumbai
* Experience: 5+ Years

**Company Profile :**

***ProTeen is a leading global digitally-enabled career guidance platform with expert career counsellors designed to help students make informed academic and career decisions.***

*We understand the importance of making the right career choice at the right time and the challenges that students face in doing so. That's why we offer both high school and college students, a comprehensive range of career guidance and counselling solutions designed to strengthen all dimensions of awareness crucial to picking a well-informed academic and career path.*

*Our team of expert career counsellors is on hand to guide students every step of the way, from helping them identify their interests and aptitudes to selecting an academic stream to developing the skills they need to succeed in the 21st-century workforce. We also offer personalised career guidance to help students achieve their specific career goals.*

*At ProTeen, we believe that every student has the right to choose their own future and we are committed to providing them with the tools and resources they need to make optimal and informed decisions to become career-ready.*

For more information, visit [www.proteen.com](http://www.proteen.com).

 **JOB Description:**

**About ProTeen**

ProTeen is a cutting-edge digital platform that empowers students to make informed career decisions through psychometric assessments and AI-driven career guidance. As we launch our next-gen platform, we are aggressively scaling our institutional outreach and partnerships.

**Role Overview**

We’re looking for a high-energy, smart, and driven Growth Catalyst who will own the entire B2B business development and sales lifecycle for schools, colleges, and educational counsellors. You will be the face of ProTeen on the ground, building relationships, educating stakeholders, generating leads, and closing deals across India.

This is not just a sales role, it’s a full-stack go-to-market ownership position with clear targets, autonomy, and impact.

**Key Responsibilities:**

• Build, research, and refine a high-quality database of potential partner institutions and counsellors

• Actively reach out and pitch ProTeen’s offerings through cold calls, emails, meetings, and demos

• Drive lead generation, qualification, and closure for B2B sales in the school/college segment

• Own and maintain a healthy sales funnel in CRM tool.

• Engage with key decision-makers: principals, trustees, counsellors, department heads

• Represent ProTeen at educational events, conferences, and webinars

• Work closely with marketing to align messaging, campaigns, and feedback loops

• Provide weekly reporting on progress, leads, conversions, and learnings

• Meet or exceed monthly/quarterly sales targets

**What We’re Looking For a**

• 4+ years of experience in business development, institutional sales, or consultative B2B sales (EdTech experience is a plus, but not mandatory)

• Hunter mindset- you love scouting, reaching out, building connections, and closing deals

• Excellent verbal and written communication skills , you can pitch with clarity and conviction

• Self-motivated, target-oriented, and highly accountable

• Comfortable with CRM tools, LinkedIn research, and outreach automation tools

• Strong negotiation, relationship-building, and follow-up skills

• Willing to travel for meetings/events (within city/state as required)

**Educational Background**

• Bachelor’s degree in any discipline (MBA preferred but not essential)

**Why Join Us?**

• Be part of a growing EdTech brand on a mission to democratize career guidance

• Own the GTM charter in a high-ownership, zero-hierarchy culture

• Work closely with leadership and influence strategic growth

• Build long-lasting institutional relationships and drive real-world impact