

RU/CRC/JO/2025/046

Dated: 02th July 2025

BTW Group of Companies (Business Development Executive)

About Company:

BTW Group of Companies, is a Business group with the diversified portfolio of Travel and Tourism, Food and nutrition, Tourism and Hospitality Education , Legal and Apostille services along with an e-commerce portal , as well as a business lead generation company. Our Group is the synonymous with unparalleled product quality, unrivaled expertise and incomparable customer satisfaction. We ensure a constant effort to pass on the benefit of the best costing & quality to our Customers.

The Group's head office is based in Pune - Maharashtra, committed to be a very dominant and respected player in its field creating value additions and cost effective solutions to its suppliers and clients.

Position: Business Development Executive

Employment: Full time job

Requirement: MBA students

Location: Pune, Thane, Dadar

Salary - 15,000 to 20,000

Job Responsibilities:

Conduct market research to identify potential clients and partnership opportunities, Identify and pursue new business opportunities through traditional and digital mediums, Build and maintain strong client relationships through regular follow-ups, Attend networking events, trade shows, and industry expos, Respond promptly to client inquiries & provide detailed information about services offered, Conduct competitor analysis and market research to formulating strategies, Analyze travel industry trends, customer feedback, and competitor offering, Collaborate with the digital marketing teams on lead generation campaigns, Analyze travel industry trends, customer feedback, and competitor offerings, Stay up to date on travel industry trends and competitor activities, Collaborating with new corporates on a monthly basis.

Requirements & Skills:

Bachelor's degree in Business Administration or a related field, Freshers to 1 year of experience in client servicing, sales, or visa processing (preferred), Good verbal and written communication skills, Strong knowledge of MS Office (Word, Excel, Email), Ability to manage multiple client cases with attention to detail, Problem-solving mindset with a focus on customer satisfaction, Team player with the ability to work independently when needed, Willingness to learn, adapt, and grow within a fast-paced environment

Interested Candidates are advised to drop their resume in pdf format in following drive latest by 4th July, 2025.

https://drive.google.com/drive/u/1/folders/1F6aUDtC_IHFqw3d1dIhS-a1ctzchWrz

Copy to:

1. Departmental Coordinator
2. IQAC
3. For Circulation,
4. Master File

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