

<https://www.lankatalents.lk/job/business-development-executive-study-abroad/>

Business Development Executive – Study Abroad

Description

We are looking for a results-driven and proactive Business Development Executive to drive student registrations for our ELP portfolio, including IELTS, PTE, OET, and English Language programs. This role requires a strong focus on conversions, pipeline management, and target achievement.

Responsibilities

- **Lead Management & Conversion**
- Manage inquiries through calls, WhatsApp, walk-ins, and online leads.
- Converting high volumes of leads into registrations through effective communication and follow-up.
- **Build strong relationships with potential students and parents by understanding their needs.**
- **Sales & Revenue Growth**
- Manage and update the sales pipeline daily to ensure consistent follow-through.
- Close registrations efficiently and achieve monthly sales targets.
- Coordinate payments and ensure all documentation is properly collected and recorded.
- Collaborate closely with the marketing team to align campaigns and optimize lead flow.
- **Business Development & Partnerships**
- Build and maintain relationships with schools, institutions, and referral partners to generate leads.
- **Participate in events, promotions, and outreach activities to strengthen brand presence.**
- Identify opportunities to enhance program visibility and drive enrollment growth.

Job Benefits

“Grateful to be part of a role that builds global connections, enhances professional skills, valuable international exposure”

Remuneration Package – **Attractive Package**

Qualifications

- Diploma or Degree in Marketing, Business, or a related field
- Fluency in English is mandatory; Sinhala/Tamil would be an added advantage
- Excellent communication, negotiation, and customer-handling skills.
- Strong sales mindset with the ability to work under targets.
- Ability to plan, coordinate, and execute tasks independently.

Contacts

Send your CV via WhatsApp or Email:

Hiring organization

Lanka Talents Creations (Pvt) Ltd

Industry

Higher Educational Industry

Employment Type

Full-time

Job Location

Colombo 03, Colombo 03

Valid through

31.03.2026

Email: dinithi@lankatalents.lk

Contact: 070 500 2151