



Electronic & ICT Academy
IIT Guwahati



Advanced Certification Program in Business Development

Powered by

Expertrons and **E&ICT Academy IIT Guwahati**

Get trained & become industry-ready
in just 24 weeks!



About E&ICT Academy IIT Guwahati

IIT Guwahati has retained the 7th position among the best engineering institutions in the country in the 'India Rankings 2021' declared by the National Institutional Ranking Framework (NIRF) of the Union Ministry of Education.

The Electronics and ICT Academy IIT Guwahati facilitates short-term training programmes on fundamental and advanced topics in IT, Electronics & Communication, Product Design, and Manufacturing with hands-on training and project work using the latest software tools and systems. In association with E&ICT Academy, Expertrons introduces an Advanced Certification Program specialised in Marketing, Human Resources, Operations, and Business Development.



What is Expertrons?

Expertrons is the world’s largest AI-assisted ed-tech platform that connects career-seeking aspirants with industry leaders aka Experts, helping them accelerate their career in their desired domain.



Our Founders



Jatin Solanki
Co-Founder



Built India’s largest gamified edu-platform serving a million K12 students. Associated with Maharashtra Govt & top private schools.



IIT Bombay '12
Alumni



3rd Position



Research UPM
Malaysia



Speaker



Vivek Gupta
Co-Founder



Successfully acquired by a public listed company. Made the company profitable, headed over 200 employees.



IIT Bombay '12
Alumni



Mentored 30k+
students



Featured on

Our Investors



Nikhil Vora
Founder & CEO



Anant Maheshwari
President

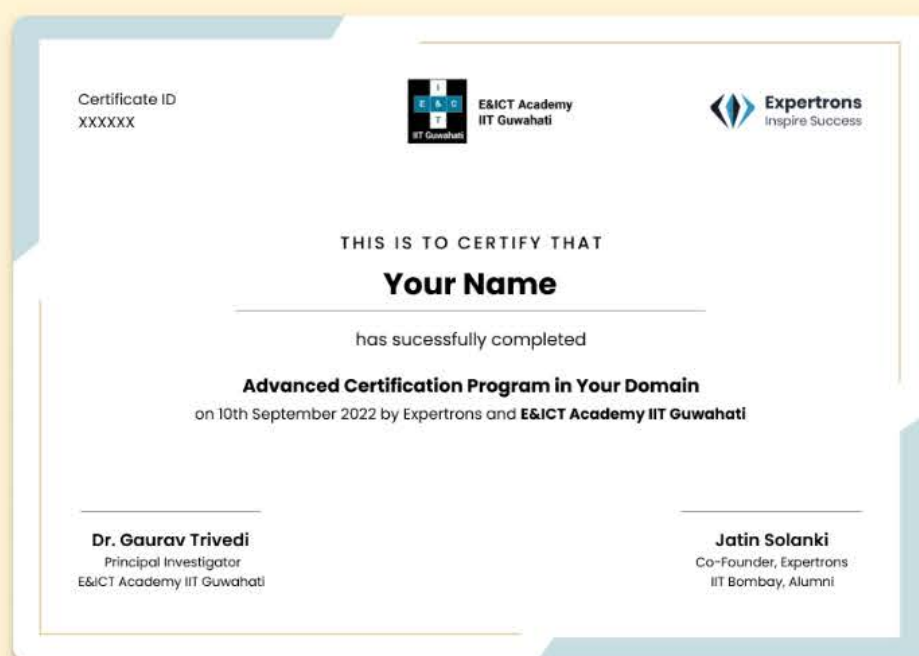


Kunal Shah
Founder



VentureCatalysts
India's 1st Integrated Incubator





Get Certified from E&ICT Academy IIT Guwahati
with Advanced Training from Expertrons

100% Assured Growth in **Marketing** | **Business Development** | **HR** | **Operations**

- ✓ **Get Noticed by Top Recruiters**
Keeping up with the latest industry trends increases your chances of hiring by 140%
- ✓ **Increase your Earning Potential**
Earn 50% returns & recover your investment in securing your future in just 4 months
- ✓ **Experience World-Class Training**
Gain 10x more productivity with expert-led sessions
- ✓ **Career Transformation in 6 Months**
Not years, just 24 weeks and Become India's most valuable Professional

Program Eligibility

✓ Graduates (in any discipline)

✓ Professionals (up to 5 years of exp.)

Program Fees

EMI starts at **₹8,333/month** billed annually **₹99,999**

Business Development

Sales Preparation- Prospecting & Lead Generation	Sub-topics
	Introduction to BD/Sales
	Prospecting
	Lead gen. Process
	Kick start into Lead gen.
Sales Process- Pitching , Objection Handling & Negotiation	Sub-topics
	Effective Sales Pitch
	Objection Handling & Effective techniques
Lead Closure & Building Loyal Customers	Sub-topics
	Mastering sales Processes & Sales Closure
	Building Loyal Customers
	Kick start into Lead Closure
Introduction to Strategic Business Development	Sub-topics
	Business plan
	Foundation of Business strategy
	Strategic Analysis
	Market Size
	Business Environment

Some of our happily placed Aspirants



P Sai Vighnesh

Human Resources Executive

I learnt how to build a strong resume and prepare myself!



Arun Krishnan

Associate

I developed my soft-skills & technical skills and secured my first job.



Diwakar Reddy

HR Practitioner

I underwent rigorous training & got crucial insights from industrial leaders.



Sinkosh Mishra

Associate(Pre-Sales)

I didn't just get placed, but also got my financial condition stabilized.



Learn from leading Faculties & Industry Experts

Our Trainers:



Shashank A

5 years of experience

3000+ Candidates impacted



Trushna K.

6.5 years of experience

19000+ Candidates impacted



Our Experts:



Prakash Shesh

Senior Manager



Debangshu Adhikari

Head - Operations



Rajiv Malla

CEO



Manjula Nair

Editor in chief





Fastrack your career with Expertrons and E&ICT Academy IIT Guwahati.

Know More

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Find Us

