

Learning Advisor – Business Development

Description

We're hiring a Learning Advisor with 6–10 years of experience in EdTech sales, ideally with exposure to selling LMS platforms, microlearning solutions, or custom e-learning content. This is an individual contributor role based in Bangalore, with travel across India as needed. The role requires a blend of consultative selling and targeted outreach, including cold prospecting into priority accounts. You'll be supported by dedicated Demand Generation and Marketing teams but will also need to actively pursue new leads, build relationships, and close high-value deals across India.

Responsibilities

- Identify and prospect targeted accounts through a mix of inbound leads, outbound efforts, and cold outreach.
- Conduct high-quality discovery calls, product demos, and consultative conversations with HR, L&D, and business stakeholders.
- Craft tailored proposals and lead deal negotiations to closure.
- Collaborate with Marketing and Demand Gen teams to improve lead quality and conversion.
- Maintain accurate and updated pipeline data in CRM systems.
- Stay up-to-date on industry trends, buyer behavior, and emerging needs in L&D and digital capability-building.

Qualifications

- Strong consultative selling approach – able to ask the right questions, connect the dots, and offer compelling solutions.
- Excellent written and verbal communication.
- Confident presenter with storytelling ability.
- Self-starter with a go-getter mindset and ability to prospect independently.
- Detail-oriented and organized in managing pipelines and follow-ups.
- Passionate about learning and committed to delivering outcomes.
- Comfortable working in a performance-driven and agile environment.

Job Benefits

Engagement Model & Support

- Engagements range from ₹1 lakh to ₹50 lakhs (or regional currency equivalents)
- Supported by dedicated Demand Generation and Marketing functions
Includes targeted cold outreach into key accounts across APAC
- High autonomy to shape your outreach, messaging, and client strategy

Compensation & Benefits:

- ₹13 LPA fixed
- Uncapped incentives based on transparent sales targets
- Travel and client engagement expenses covered
- Flexible, entrepreneurial work environment

Career Growth & Culture:

Hiring organization

ansrsource

Employment Type

Full-time

Job Location

Remote in India

Date posted

August 26, 2025

- Performance-based growth into leadership or domain-specialist roles
- Opportunities to explore cross-functional learning aligned with your interests
- Culture of ownership, experimentation, and continuous improve

Equal opportunity statement

ansrsource provides equal employment opportunities to all team members and applicants for employment and prohibits discrimination and harassment of any type without regard to race, color, religion, age, sex, national origin, caste, disability status, genetics, protected veteran status, sexual orientation, gender identity or expression, or any other characteristic protected by federal, state, or local laws. This policy applies to all terms and conditions of employment, including recruiting, hiring, placement, promotion, termination, layoff, recall, transfer, leaves of absence, compensation, and training. We respect and support diverse cultures, backgrounds, talents, and perspectives.

We believe embracing diversity and creating an inclusive environment will help us grow and succeed as an organization and better serve learners, who are the ultimate audience for all we create.