

Business Development Executive (0-3 Yrs)

Description

- Identifying new sales leads Pitching services
- Maintaining fruitful relationships with existing customers
- Researching organizations and individuals online (especially on social media) to identify new leads and potential new markets

Skills

- Socially adept
- Able to provide quality leadership to a large team of sales people
- Strong communication skills and IT fluency
- Creative talents and the ability to solve tough problems
- In-depth knowledge of the industry and its current events
- The ability to handle pressure and meet deadlines
- Excellent time management and organization

Responsibilities

- Contacting potential clients via email or phone to establish rapport and set up meetings
- Planning and overseeing new marketing initiatives
- Attending conferences, meetings, and industry events
- Preparing PowerPoint presentations and sales displays
- Contacting clients to inform them about new developments in the company's products
- Developing quotes and proposals
- Negotiating and renegotiating by phone, email, and in person
- Developing sales goals for the team and ensuring they are met
- Training personnel and helping team members develop their skills
- Responsible for driving Business for assigned center
- Should be presentable and comfortable enough for taking seminars.

Qualifications

Qualification: Essential: BE/BTech graduates only

Desirable: BE, MBA

Employment Type

Full Time

Industry

IT

Job Location

Jaipur

Working Hours

10AM – 7PM

Valid through

December 14, 2018

Base Salary

Rs 140000 - Rs 500000

Date posted

October 20, 2018