

Post : Business Development Executive

Job Description :

- To generate leads & identify decision makers within targeted leads and initiate the sales process.
- Ensure adherence to sales processes and requirements.
- To visit clients
- To participate in end to end business leads.
- To set up and deliver ERP / software demonstrations.
- To understand the requirements of all targeted accounts and create sales opportunities for the company
- To be an interface between the customer and internal support teams to ensure that the customer receives the best possible service from the company.

Key Skills :

- Business Development,
- Sales process
- Key Account Management,
- Communication Skills
- Revenue Generation
- Customer Support
- Account Development,
- Presentations & Demo,
- Negotiation Skills,
- Branding,
- Lead Generation,
- Cold Calling,

Industry:

Software Industry IT Industry

Function :

Sales/ Business Development

Role :

- Business Development Exec.
- Corporate Sales

Location : Kolhapur, Pune, Mumbai, Goa, Nasik, (Belgaum& Hubli)

Education-

UG : Any Engineering Degree

PG: MCA, MBA - IT

Experience: 2+ year

Fresher can also apply

Salary: INR 1, 80,000 – 4,00,000 P.A. + Incentive

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