Senior Business Development Executive

Description

Experience: 3-6 Years

Educational Qualification: BE/Btech in Computer Science or Information Technology or Electronics and Communication OR MBA

Experience Background: Must have experience of selling IT services in IT industry only

Responsibilities:

- Must have experience of selling IT services in IT industry only.
- Leading and overseeing the development and growth of new business.
- Developing and maintaining key customer relationships
- Developing growth strategies and business acquisition plans
- Identifying new sales opportunities through networking and social media
- Researching and qualifying leads
- Visiting clients and potential clients to evaluate needs or promote offerings
- Monitoring and reporting on performance, customer satisfaction, and market
- Preparing PowerPoint presentations and sales displays
- Contacting clients to inform them about new developments in the company's products/services, giving products demos.
- Developing quotes and proposals
- Good to have – experience working with freelancing portals like Upwork.
- Negotiating and renegotiating by phone, email, and in person
- Developing sales goals for the team and ensuring they are met.
- Collaborate with team to achieve better results!

Other responsibilities include:

- Employing data to identify business opportunities
- Meeting deadlines consistently
- Following instructions from Seniors and Management.
- Researching the needs of other companies and learning who makes decisions about purchasing

Contacts
Share your resume with hr.arrk@arrkgroup.com **or** tanaya.ganguli@arrkgroup.com.

Hiring organization
Arrk Limited

Employment Type
Full-time

Date posted
18/04/2024