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Senior Business Development Executive

Description

Experience: 2-5 Years

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

Responsibilities:

- Experience in Lead generation especially in UK and then USA
- 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 products and services
- Monitoring and reporting on performance, customer satisfaction, and market

Other responsibilities of a Senior BDE 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

02/11/2023