

Business Development Executive

Description

- We're searching for a driven and ambitious Business Development executive to assist us grow our customer base. A successful sales plan will be yours to devise and implement, since you will be the face of the organisation. Increasing sales and establishing long-term connections with customers are essential to achieving long-term financial success.

Requirements:

- Proven working experience as a sales executive, or a relevant role.
- Proven sales track record.
- Experience in customer support is a plus.
- Proficiency in English and Hindi.
- Market knowledge.
- Communication and negotiation skills.
- Ability to build rapport.
- Time management and planning skills

Responsibilities

- Familiarizing yourself with all products and services offered by our company.
- Procuring new clients through direct contact, word-of-mouth, and collaboration with the marketing department.
- Attending networking activities to research and connect with prospective clients.
- Maintaining meaningful relationships with existing clients to ensure that they are retained.
- Suggesting upgrades or added products and services that may be of interest to clients.
- Crafting business proposals and contracts to draw in more revenue from clients.
- Negotiating with clients to secure the most attractive prices.
- Equipping staff with the technical and social skills needed to enhance sales.
- Reviewing clients' feedback and implementing necessary changes.
- Remaining in tune with trends in consumption to ensure that our offerings remain relevant.

Qualifications

- Degree in marketing, Bachelors And 12th Pass.
- Extensive sales experience.
- Intuitive and insightful, particularly regarding human behavior.
- Ability to generate revenue by identifying pain points and suggesting

Hiring organization

Abtik Services

Employment Type

Full-time

Industry

Corporate Sales

Job Location

Shilp Corporate Park Block B, 209 –
211, Rajpath Rangoli Rd, Thaltej,,
380006, Ahmedabad

Working Hours

10:00 AM To 7:00 PM

Date posted

March 31, 2024

Valid through

24.04.2024

suitable products or services.

- Professional yet affable disposition.
- Neat, well-groomed appearance.
- Great networking skills.
- Excellent written and verbal communication.
- Resourceful, with outstanding research skills.
- Emboldened by challenges.