

Job description- Management Trainee-Business Development

We are looking for sales professionals with a keen sense of ownership, drive, and desire to win. In this role, you will identify and reach out to the potential clients of InteliBIM. You will need to identify and convey a compelling value proposition of the InteliBIM Solution to the prospects and lead new customer acquisition for InteliBIM.

Roles and Responsibilities

- Develop a thorough understanding of InteliBIM Services, customer categories and competitors.
- Building the sales funnel generating leads via cold calling, emailing and other lead generation activities
- Handling incoming queries and building good client relationships
- Ensuring all leads are well qualified by identifying the correct decision makers and understanding their requirements.
- Handing over qualified leads to the sales teams with the objective of closing the sale
- Maintaining and updating the lead generation database
- Achieving weekly/monthly targets as set out by the business.
- Ensure that all the activities are updated in CRM.

What we are looking for in a candidate:

- **Eligibility- MBA/BBA/B.COM**
- Keen on building a long-term career in B2B Inside Sales.
- Excellent written and verbal communication skills.
- Ability to think on the feet and handle sales objections.
- Have inherent respect for processes and are diligent in keeping their CRMs updated.
- Prior Experience in roles like Sales, Account Management, Pre-Sales, Sales Support etc. (Preferred, not mandatory)

What can you expect at InteliBIM?

- Meritocratic and employee friendly culture.
- High Paced Learning.
- Continuous Mentorship to help Achieve Peak Potential

Other Information

- Timings – USA/CANADA Shift (6 PM to 3 AM IST)
- Designation – Management Trainee-Business Development
- **CTC-1.8LAC/ANNUM +Sales incentives post-employment confirmation**
- **Location - Bhubaneswar**

About InteliBIM Solutions:

InteliBIM (www.intelibim.com) is a Bangalore based startup company providing a cutting-edge solution using construction and engineering technology for Engineering, Architecture & Construction firms around the world. This year we have been ranked at India's top 10 upcoming BIM companies and will continue to achieve more toward reaching our mission and vision.

(<https://enterprise-services.siliconindia.com/ranking/bim-service-providers-2021-rid-1158.html>)