



**(NetTantra Technologies India Pvt Ltd)**

## **About Company**

At Hyscaler, we foster a culture of Innovation for our clients and people alike. We believe that Work-life balance is essential to a productive, diverse and fulfilling work place and we empower our team to find the flexibility that works best for them.

## **Job Title**

Business Development Executive

## **Location**

Bhubaneswar, India

## **Job Description**

A Business Development Executive is responsible for generating new business opportunities and expanding the company's customer base. They are tasked with identifying and pursuing new business leads, conducting market research, developing and maintaining relationships with clients, and creating and implementing sales strategies. Their primary role is to research and analyze market trends, identify new business opportunities, and build and maintain relationships with potential clients and partners.

## **Key Responsibilities**

- Identify new business opportunities through market research, networking, and industry events in the US/North American market.
- Develop and maintain relationships with key decision-makers at target accounts in the region.
- Relationship building with the current and potential clients from a business standpoint.
- Create and deliver presentations, proposals, and RFP responses to potential clients .
- Negotiate and close deals with new clients in the US/North American market.
- Collaborate with internal teams to ensure successful delivery of services to clients.
- Achieve or exceed quarterly and annual sales targets for the US/North American market.
- Track and report on market trends, competitor activity, and customer needs to inform strategy and sales efforts.

- Being clear on clients' current problems, understanding their needs and offering solutions and support; answering potential client questions and follow-up call questions; responding to client requests for proposals (RFPs).
- Develop and maintain a deep understanding of the cultural and business practices of the US/North American market.

### **Key Requirements /Skills/Experience**

- Bachelor's degree in Business, MBA in Sales/Marketing/IT or a related field.
- Excellent communication, negotiation, and presentation skills.
- Strong problem-solving and analytical skills.
- Self-motivated and results-driven with a strong work ethic.
- Fluency in English, and knowledge of any other languages spoken in US/North America will be an added advantage.

We offer a competitive salary and benefits package, as well as opportunities for growth and development within the company. If you have a passion for international sales and a track record of success in the IT/ITES services industry in the US/North American market, we want to hear from you!