

Business Development Executive (US-Shift)

Experience: 0-3 years

- Cold Calling & Email Marketing.
- Good written and oral communication.
- Strong interpersonal, coordination, and negotiation skills.
- Willingness to learn and be creative within the role.
- Meet Deadlines
- Bachelor's degree in any discipline.

Duties & Responsibilities:

- 1) The Digital Sales Executive will be responsible for inbound/outbound calls, cold calling and account management.
- 2) Generation of Sales Revenue and Gross Margin from tele-sales accounts as per target/business plan.
- 3) Generate leads and convert them into sales.
- 4) Ensure that our market share is intact for those Businesses that are addressable by us from those set of accounts.
- 5) Maintain a pipeline of qualified, prospective clients.
- 6) Follow up with clients.
- 7) Keep track of potential customers and their requirements.

Perks and Benefits:

- 5 Working days.
- Health and term Insurance
- Offsites Visit Bi-Quarterly
- Bonus on festive, marriage occasions
- Regular upskilling initiatives
- Subsidized Food and free snacks during Office hours.