

<b>Job Title:</b>	Business Development Executive	<b>Job Category:</b>	
<b>Head Office:</b>	DLF Cyber City Bhubaneswar	<b>Job Location</b>	Bhubaneswar
<b>Level/Salary Range:</b>	1.6 – 3.6 LPA	<b>Position Type:</b>	Sales Team

## **Job Description**

### **ROLE AND RESPONSIBILITIES**

- Find leads, contact them, and introduce them to the company's products and services.
- Work to achieve the company's sales target.
- Develop sales strategies, investigate prospects, and generate leads.
- Attend sales team meetings.
- Build and maintain relationships between customers and prospects
- Stay up-to-date on trends and competitors to identify improvements.
- Collect and analyze information to recommend products and generate data and sales reports
- Build and maintain a professional network
- Meet prospects and identify their needs
- Ability to maintain confidentiality and handle sensitive information

### **QUALIFICATIONS AND EDUCATION REQUIREMENTS**

- Any Graduate: BBA/BCOM/MBA/PGDM
- Experience: 0 to 5 years

### **PREFERRED SKILLS**

- Excellent Communication Skills
- Achieving Sales Target
- Sales Planning Skills
- Problem-Solving Skills
- Time Management Skills
- Interpersonal Skills