



BUSINESS DEVELOPMENT TRAINEE

Roles and Responsibilities:

- **Product Demonstrations:** Conduct engaging product demonstrations to showcase features and benefits, effectively highlighting value propositions.
- **Sales Support:** Assist the sales team in lead generation, qualifying leads, and maintaining a healthy sales pipeline through effective communication channels.
- **Customer Engagement:** Engage with potential clients via calls, emails, and presentations, providing comprehensive information about our products and addressing inquiries.
- **Sales Strategy Implementation:** Collaborate with the sales team to implement effective sales techniques and strategies, contributing to the achievement of sales targets.
- **Documentation:** Maintain accurate records of customer interactions, transactions, and communications to ensure seamless follow-up and customer relationship management.
- **Market Feedback:** Gather feedback from customers during demonstrations and sales interactions, providing valuable insights for product enhancement and future marketing strategies.

Qualifications:

- **New Business Development and Lead Generation skills.**
- **Strong business acumen and communication skills.**
- **Account management experience.**
- **Excellent interpersonal and relationship-building skills.**
- **Self-motivated and goal-oriented.**
- **Ability to work well in a team.**
- **Knowledge of the technology industry is a plus.**
- **Bachelor's degree in Business or related field.**

Additional Information:

- **Bond:** **The position requires a 1-year bond, which is bifurcated into two parts:**
 - **First, 6 Months:** The candidate will have the designation of Business Development Trainee and receive a stipend in the range of ₹12,000 to ₹15,000 plus incentives.
 - **Second, 6 Months:** Based on performance, the candidate may receive a Pre-Placement Offer (PPO).
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- **Work from Office:** Location (Noida, Sec- 63)

We are excited to have driven and passionate individuals join our team and grow with us. If you meet the qualifications and are ready for an exciting career opportunity, we encourage you to apply.