

Business Development Executive

Join the Team Redefining the Tech World

At Hyscaler, you'll be constantly challenged and inspired. We are a fast-paced company at the forefront of Tech innovation, and you'll have the opportunity to contribute to cutting-edge solutions that shape the future of Tech infrastructure. Our team is comprised of industry veterans with deep expertise in cutting-edge technologies. We are driven by a shared mission to empower businesses achieve their goals through the power of the Tech.

We are looking for passionate individuals who are eager to learn, grow, and become Tech champions. If you're excited about Tech and its potential to transform businesses, we want to hear from you!

What Would You Be Doing in This Role

Business Development Executive, Bhubaneswar

- **Target Hunter:** Identify new business opportunities in the US/North American market through market research, networking, and industry events
- **Lead Generation Machine :** Become a master of lead generation, crafting targeted email & LinkedIn outreach campaigns that connect with key decision-makers at your dream accounts.
- **Solution Architect:** Deepen your understanding of HyScaler's Tech infrastructure solutions and translate their value into compelling solutions for businesses of all sizes.
- **Collaborator:** Collaborate with technical teams to craft winning proposals and presentations that showcase Hyscaler's edge.
- **Negotiation Ninja:** Transform conversations into successful deals. Negotiate contracts and close deals with new clients, exceeding your sales targets and fueling Hyscaler's growth.
- **Trusted Advisor:** Build strong, long-term relationships with clients. Become a trusted advisor, understanding their unique challenges and guiding them towards achieving their Tech goals.
- **Data-Driven Decisions:** Track and analyze market trends, competitor activity, and customer needs to inform strategic decision-making and refine your sales approach.
- **Growth Guru:** Be a champion for continuous learning. Stay up-to-date on the latest Tech trends and Hyscaler's evolving solutions to deliver exceptional value to clients.

Are You The One?

- **BDR/SDR Rockstar:** 0 -3 years of experience in a BDR/SDR role. You'll have a proven track record of successfully prospecting and qualifying new leads, specifically targeting US decision-makers in your industry.
- **Communication Virtuoso:** Exceptional communication, negotiation, and presentation skills to build trust and convert leads into loyal clients.

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- **Data Detective:** A natural curiosity about data and the ability to understand the unique challenges faced by modern businesses.
- **Results Rocket:** Self-motivated and results-driven with a strong work ethic. You're passionate about exceeding targets and fueling Hyscaler's growth.
- **Communication Champion:** Fluency in English is essential. Knowledge of additional languages spoken in the US/North America is a plus.
- **Academic Edge:** A Bachelor's degree is required, and an MBA is a strong bonus.

Do you see yourself as a Tech champion, shaping the future of business with Hyscaler? If so, we want to hear from you!

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