



JOB DESCRIPTION FOR BUSINESS DEVELOPMENT EXECUTIVE	
Designation	Business Development Executive
Experience	0-2 years
Qualification	MBA
Location	Chennai
Communication Language	English, Tamil & Other South Languages (added advantage)
Roles & Responsibilities	<ul style="list-style-type: none"> ● Identifying, qualifying, and securing business opportunities. ● Building business relationships with current and potential clients ● Developing customized targeted sales strategies ● Creating informative presentations; Presenting and delivering information to potential clients at client meetings. ● Coordinating business generation activities. - Creating and maintaining a list/database of prospect clients. ● Maintaining short- and long-term business development plans. ● Making productive Visit to potential clients. ● Understanding client needs and offering solutions and support. ● Closing sales and working with client through closing process. ● Meeting or exceeding annual sales goals. ● Collaborating with management on sales goals, planning, and forecasting. ● To deliver the product knowledge and benefits to the stakeholders & promote continuous product usage, to accelerate the sales volume.
Skills Required	<ul style="list-style-type: none"> ● Excellent verbal and written communication skills; the ability to call, connect and interact with potential customers. ● Ability to grasp technology concepts. ● Confident, energetic, self-starter aiming to achieve given target. ● Extremely goal oriented and well-organized. ● Eager to expand company with new sales, clients, and territories