

## Business Development Executive

### Desired Candidate Profile

If you are looking for a Business Development Executive job in Delhi, then don't search ahead because you have a golden chance to show your talent with us. We are looking employee who is capable of generating leads and bringing more sales to the company.

If you want to make your future bright then apply here as a Business Development Executive (BDE) job.

- Graduates/Post graduates with 0 to 1 year of experience in Sales/business development
- Must have excellent spoken & written communication skills in English
- People looking for corporate exposure are encouraged to apply
- Ability to work independently and under pressure
- Ready to take challenges
- Own Conveyance (Bike)

### Responsibilities

- Will be responsible for communicating with possible clients to give an end to end answers
- Responsible for selling and purchase/ maintenance of clients in the specified area
- Responsible for generating leads by direct sales with a client.
- Knowledge about selling IT products and services into the Web & with Mobile apps.
- Will have to reach the goal and promote extra selling luck by selling the organization solutions.
- To create or maintain great relationships with clients
- With the specified persons and be able to teach about the product according to their specifications
- High-quality English level knowledge
- Able to a conversation in text, video and calling as well as face to face
- Proper understanding client requirements, sharing project and presentation with clients and customizing and satisfied solutions
- Interact regularly with the clients
- Ensure a committed to client as well as a partnership-based relationship to the client
- Easily and quickly Manage complex sales solutions
- Acquire new clients
- Following a whole sales cycle and securing payment collection & postsales servicing clients
- The proper way to sales management and drive both volume and value of the company
- Responsible for giving software training and proper information
- Dedicated support to clients

### Hiring organization

Conduct Exam Technologies LLP

### Position

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### Education

Bachelors/Masters in Computer Science, Engineering or a similar relevant field, BBA, MBA with fluency in English preferred.

### Experience

0 – 4 years (Freshers allowed)

### Technical Skills

Generate leads, responsible for selling IT services into Web & Mobile and acquisition/ retention of clients, Software presentation/demonstration

### Job Location

B-4/50C, Ashok Vihar, Phase-2, Near Sagar Ratna, 110052, New Delhi, New Delhi, India

### Date Posted

April 27, 2024