

Job Description:

Designation	: Business Development Executive having MBA
Work Experience	: 2-3 years
Place of Posting	: Bangalore
Salary	: 6-8 LPA

Brief overview of Role:

1. Create and Maintain strong pipeline to ensure all opportunities are captured for both existing and target customers.
2. Explore, make initial contact and meet potential customers to qualify the prospect.
3. Responsibility for meeting sales targets in the defined market and business segments.
4. Prepare and present proposals and close new deals and increase revenues from existing accounts.
5. Participate in Seminars, Trade Shows including after-hours events.
6. Create advertisement opportunities targeted towards increase in revenue of the company.
7. Perform Competitors Analysis. Generate new leads and identify new opportunities.
8. Provide feedback to company's Director on a weekly basis related to performance, sales reports and strategy.
9. Must have the stature and confidence to interact directly with top management people.
10. Should be able to own deliverables and commitments and need minimal supervision.
11. Taking ownership for entire sales lifecycle, from Leads to Closure.

Requirements

MBA (Undergraduates are also welcome).

Experience: between 2-3 years (strongly preferred).

Street smart and intelligent (absolutely needed).

Must have high Aptitude, which indicates high ability to learn new stuff (absolutely needed).

Must be humble

Must be willing to work in high-pressure, team situations

Will need to travel across India

Should be skilled in the following areas or should be able to pick these up

soon:

Problem Solving

Verbal Ability

Consumer Behavior

Pricing

Direct Sales

Distribution

Negotiation

Additional skills in Data Mining would be a plus point

Digital Marketing

Interested applicants may send their applications to Mr. Raghavendra Rao. D.R Email:

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