Best Software Development Company - Samcom Technobrains

https://www.samcomtechnobrains.com/job/sr-business-development-executive/

Sr. Business Development Executive – (IT Sales and Services only)

Description

This is a full-time on-site role for a **Sr. Business Development Executive**. The Sr. Business Development Executive will be responsible for new business development, account management, and communication related to information technology services. The role will involve building and maintaining client relationships, identifying business opportunities, and driving growth through effective sales strategies and solutions.

Experience

- 3 years to 5 years of experience
- IT Services Industry Experience only
- Looking for an Immediate Joiner

Responsibilities

- New Business Development and Business Development skills
- Strong knowledge and understanding of Information Technology
- Developing and executing sales plans to meet and exceed monthly and quarterly sales goals
- Maintaining and updating sales, marketing, and business development documentation
- Generating Business with different social platforms like LinkedIn
- Knowledge of Bidding Portals like Upwork, Freelancer, etc.
- Excellent communication and interpersonal skills
- Ability to effectively manage client accounts

Qualifications

- Experience in IT services industry only
- Proven track record in achieving sales targets
- Technical knowledge of open-source technologies
- Understanding of mobile development trends
- Strong analytical and problem-solving abilities

Job Benefits

- 5 days working
- Referral Bonus Policy
- Reward & Benefit
- Employee Training Sessions
- Incentive Bonus Policy
- Annual Trip
- Team celebrations
- One-to-one mentorship
- Early leave and Late Coming policy

Employment Type
Full-time

Job Location
Ahmedabad

Contacts
Kindly share the resume at dixit.p@samcomtechnobrains.com