

Dear Rajendra,

**Greetings from Swan !!!**

As discussed on call, we are pleased to share our current opening for “Trainee BDE” along with our Co. profile with you.

Pls go thru the same & help us with your inputs on this.

**Company profile :**

Swan provides end-to-end Information Technology solutions for medium and large business enterprises.

IT infrastructure, these days, is no more just to support the business but to prove the competency in the market. Swan is a System Integrator known for Networking, Security, Storage and Services. With the emerging needs of businesses, Swan has recently partnered with AI companies to help businesses to improve their customer engagement, sales, automate their business processes etc.

Swan is a 30 years old company partnered with HP, Cisco, Microsoft, Ice warp, Fluid AI. Our big clients are SBI, SBI MF, ICICI etc.

**Culture at Swan :**

Swan undertakes inspiring IT projects that encourages innovation, having fun while doing so, and celebrates the people who make it happen. Thankfully the open door culture at Swan ensures that anyone with a good idea has the ability to voice it in front of an audience that can help transform it from thought to reality. Accountable, vibrant, willing to learn, independent, and impactful are few words that perfectly describe the members of team Swan.

**Role: Business Development Executive (Trainee)**

**Job Description :**

1. Candidate will be responsible for driving business, achieving monthly sales targets and acquiring new customers through self-effort.
2. Identify new customers and maintain relationships with existing clients.
3. Identify customer needs and sell most appropriate Solutions to them.
4. To Liaison with the principal vendors in designing the solutions and its commercials.
5. To understand competition and negotiate price with the customer accordingly.
6. To regularly follow up with back office team on order status and helping them in executing the order.
7. Attend relevant industry and partner conferences, tradeshow and networking events.

**Key Skills Required:**

- Ability to learn new technologies quickly.
- Excellent verbal and written communication
- Ability to build long term relationships with the client
- High levels of initiative, self-motivation and time management
- Ability to influence and negotiate with customers

- Strong Microsoft Word, PowerPoint, Excel skills & he / she should be a Tech savvy person

**Key Result Area :**

- Achieve Sales target numbers
- Profitability targets
- Customer Satisfaction & retention metrics

**Qualification :**

B.E /BSC - IT/ BCA/ B. Tech / MTech

**Any other Qualification :**

- MBA –Sales & Marketing would also be preferable
- Candidates from other industries involved in selling capital goods / solutions and willing to take up IT sales are also welcome

**Salary :** min. Rs. 7.00 LPA to Rs. 8.00 LPA (CTC) inclusive of fixed & variable (Fixed & Variable Ratio will be 60:40 )

Initially selected candidates will be working on 03 months' Probation Period where the stipend amount will be between Rs. 12K – Rs. 15K per month.

Pls note : Salary structures also depends on candidates overall education qualification, soft skills & their passion to make their career in SALES & earn handsome perks / Incentives.

**Industry:** IT

**Functional Area:** Sales / Business Development

**Role Category:** B2B Sales

**Employment Type:** Full Time, Permanent

In case you have any other query / concerns do get back to us.

*Thanks & Regards,*

[Cloud](#) | [Infrastructure](#) | [Network & Security](#) | [Services](#)

404-405, T-Square, 4th Floor, Saki Vihar Road, Andheri (E), Mumbai 400072