**JD for Business Development Intern**

**About USthaan Integrated Solutions Private Limited:**

uSthaan is an enthusiastic startup with many audacious tasks. Finding a formidable challenge isn't a challenge at uSthaan.  
Joining our team will give you an opportunity to solve real world problems. Solving the problems is a small part of it. You will actually be able to create something that the world will cherish and have your distinct signature on some of the most awesome products we will create together. You will be responsible of making important decisions that will help us shape the products for an amazing tomorrow.  
If you are someone who can put plans to actions, if you are someone who wants to bring in a fundamental change in how things are traditionally done, we would be glad to have you on our team!. We are a brand new startup aiming at improving businesses and the lives of people using technology. We are into software development.

**About the profile:**

Day-to-day responsibilities include:  
  
1. Cold calling, prospecting, qualifying and working on all other aspects of sales  
2. Preparing and delivering technical presentations explaining products or services to customers and prospective customers  
3. Meeting or exceeding monthly and annual revenue unit and goals  
4. Managing the sales aspects of the revenue territory and providing a detailed & accurate monthly forecast  
5. Working hand-in-hand with engineers to demonstrate solutions to fill client needs  
6. Continuously coordinating effort to ensure client success and ongoing sales opportunities  
7. Preparing sales report monthly/quarterly  
8. Conducting new territory research  
9. Planning and modifying products to meet customer requirements as per customer feedback  
10. Providing technical solution & support for customer/market & help clients solve problems with installed equipment  
11. Working on new business and product development as per the response received from clients

**Other requirements:**

1. Qualification: B.E./ MBA
2. Should be comfortable to travel
3. Ability and desire to sell
4. Excellent communication skills
5. A positive, confident and determined approach
6. Resilience and the ability to cope with rejection
7. A high degree of self-motivation and ambition
8. The skills to work both independently and as part of a team
9. The capability to flourish in a competitive environment
10. A good level of numeracy
11. Problem-solving skills
12. Technological skills

Interested candidates can drop their resumes at [arpitasharma@usthaan.in](mailto:arpitasharma@usthaan.in)