



QUIZARO EXTENDEDEGE Pvt. Ltd.,

Designation- Business Development Executive

- **Location:** Bangalore/Benguluru(Hybrid Working)
- **No.of.Vacancies:** 250+
- **Experience Required:** Fresher's
- **Skills:** Strong communication, Presentation, and Negotiation Skills, Excellent problem-solving and Decision-making abilities, Knowledge of market research and analysis techniques.
- **Educational Background:** Any Graduate
- **Stipend Range:** 15k to 18K per month
- **Stipend based internship period:** 4-6Months
- **Language:** English
- **Interview Rounds:** 3Rounds(Online Test—Virtual Interview—HR Round)
- **PPO Available:** Yes

Position Overview:

The Business Development Associate plays a crucial role in driving the growth and success of a company. They are responsible for identifying and pursuing new business opportunities, establishing and maintaining relationships with clients, and contributing to the overall business development strategy. This role requires a strong combination of sales, marketing, and relationship-building skills.

Key Responsibilities:

Identify and pursue new business opportunities:

- ✓ Research and identify potential clients, market segments, and industries for business expansion.
- ✓ Generate leads through various channels such as cold calling, networking, referrals, and online research.
- ✓ Conduct market analysis to understand customer needs, competition, and industry trends.

Sales and revenue generation:

- ✓ Meet or exceed sales targets and contribute to the company's revenue growth.
- ✓ Negotiate and close deals with clients, ensuring mutually beneficial agreements.
- ✓ Prepare and present sales proposals, contracts, and pricing models.
- ✓ Track sales activities, pipeline, and forecasts using CRM software.

Market intelligence and analysis:

- ✓ Stay updated on industry trends, market conditions, and competitor activities.
- ✓ Analyze market data and customer feedback to identify opportunities for business growth.
- ✓ Provide reports and recommendations to management based on market insights.

Qualifications and Skills:

- ❖ Bachelor's degree in business administration, marketing, or a related field (or equivalent work experience)
- ❖ Any Qualification B.E EEE/B.E ECE/B.E MECH/B.E CS/B.TECH IT/B.E CIVIL (ARTS & SCIENCE/DIPLOMA)
- ❖ Proven experience in business development, sales, or a similar role.
- ❖ Strong communication, presentation, and negotiation skills.
- ❖ Excellent problem-solving and decision-making abilities.
- ❖ Familiarity with CRM software and sales tools.
- ❖ Knowledge of market research and analysis techniques.
- ❖ Ability to work independently as well as in a team environment.

Note: This job description serves as a general overview of the typical responsibilities and qualifications for a Business Development Associate. Actual job duties and requirements may vary depending on the company and industry.