

Business Development Executive

Responsibilities

- Identify and evaluate multiple sales channels for lead generation, prospects and businesses.
- Plan, execute and optimize inside sales activities for lead nurturing.
- Identify new business opportunities.
- Proactively initiate and generate leads.
- Screen all sales leads for accreditation eligibility.
- Maintain an awareness of current and continual changes in the marketplace.
- Working on weekly and monthly leads targets and KPI's.
- Organize marketing and sales campaigns.

Education/Qualifications

- 1-2 years of relevant experience.
- Strong attention to detail.
- Experience with lead generation and prospect management.
- Excellent time-management and organizational capabilities.
- Sound English communication skills (verbal & written).
- Must be good in Excel & CRMs.
- Expertise in analytical tools would be a plus.
- Basic knowledge of development technologies would be a plus.
- Must have understanding about IT Products/Services.
- Proven track record lead generation/business development.

Preferred Additional skills

- Strong ability to multi-task.
- Ability to manage multiple projects in an environment characterized by change and shifting priorities.
- Ability to thrive as part of a large team with multiple stakeholders.
- Ability to communicate effectively with leadership.
- Strong organizational skills with a high attention to detail.
- Ability to handle pressure and meet deadlines.
- Should have networking abilities.

Job Details:

- Monday to Friday
- Timings: 12:00 PM to 09:00 PM
- Location: DHA phase V Lahore
- Market competitive Salary & other incentives will be offered

Benefits:

- Learning and growing opportunities
- Gym membership
- Technical Equipment
- Health Insurance
- Annual performance based Increments
- Subsidized lunch & Dinner