

## **BUSINESS DEVELOPMENT EXECUTIVE**

## Responsibilities:

- Handle all Pre-Sales and Post-Sales activities taking assistance from the technical team.
- Work closely with the technical team to prepare client proposals.
- Research on customers (company overview, Business verticals, market share, key contacts, opportunities, etc.)
- Speak with business owners and decision-makers explaining our services.
- Understand the requirement of customers demonstrate our services along with the value proposition.
- Qualify the pre-generated leads over the call/Email/Software or F2F meetings (if required).

## Minimum Key Skills/Qualification:

- Excellent Verbal and Written Communication in English.
- Must have IT software industry experience.
- Excellent knowledge of MS Office.
- Qualification full time BE/ B.Tech (Comp Science) with MBA(Marketing) preferred
- Excellent negotiating techniques.
- Fast learning speed and a passion for Sales.
- Self-motivated with a results-driven approach.
- Aptitude in delivering attractive presentations.
- · Relationship building and management skills.
- · Good Presentation skills.
- Ability to confidently present in front of customers or at events.

**Employment Type:** Full Time, Permanent

Functional Areas: Sales

Job Location: Pitampura -New Delhi (WFO)

## INSPHERE SOLUTIONS PVT. LTD.

313, D Mall, Netaji Subhash Place, Pitam Pura, New Delhi - 110 034, INDIA P: +91 11 4704 7879 S: +91 991 133 8434 , +91 991 111 4123

CIN: U72900DL2014PTC267632

E: contact@inspheresolutions.com W: www

W: www.inspheresolutions.com