

JD : Business Development Associate (0-1 Year)

- 1. Experience:** Fresher/Experienced
- 2. Location:** Delhi
- 3. Qualifications:** MBA
- 4. Confirmation Package:** 4.5-5.0 L.P.A.

About the Company :

Mobiloitte is a leading Full-Service Software Development Company for Blockchain, Metaverse, Games, Web3 Gaming, IoT, Artificial Intelligence, BOTS, Mobile App, Web App and Cloud Development with a special focus on Timeliness, Security, Scale, and Performance.

Key Responsibilities:

- 1. Lead Generation:** Identify and qualify potential leads through research, inbound inquiries, and outbound prospecting efforts.
- 2. Product Knowledge:** Develop a strong understanding of our products and services to effectively communicate their value proposition to potential customers.
- 3. Customer Engagement:** Engage with prospects via phone, email, and web-based presentations to assess their needs and provide solutions.
- 4. Sales Pitch:** Craft persuasive sales pitches and presentations to showcase how our IT solutions can solve clients' specific challenges.
- 5. Objection Handling:** Address customer inquiries, objections, and concerns professionally and effectively to move prospects through the sales funnel.
- 6. Pipeline Management:** Maintain accurate records of leads, opportunities, and customer interactions in the CRM system.
- 8. Sales Targets:** Meet monthly and quarterly sales targets and quotas.

Qualifications:

1. **MBA**
2. **Excellent communication skills, both verbal and written.**
3. **Enthusiasm for technology and a willingness to learn about IT solutions.**
4. **Strong problem-solving skills and a customer-focused mindset.**
5. **Ability to work independently and in a team.**
6. **Previous sales or customer service experience is a plus but not mandatory.**