

Senior Business Development Executive

Business development executives aim to maximise profits through developing sales strategies that match customer requirements and promoting products, services or ideas.

Business development executives work closely with other employees such as advertising, market research, production, sales and distribution staff.

Selling of Web based software products and Solutions.

Analyzing latest market trends and tracking competitors.

Negotiating Deals and Closing Sales Order.

Business development professional has three primary responsibilities:

1. Identifying new sales leads.
2. Pitching products and/or services.
3. Maintaining fruitful relationships with existing customers.

When it comes to generating leads, day-to-day duties typically include:

- Researching organizations and individuals online (especially on social media) to identify new leads and potential new markets.
- Researching the needs of other companies and learning who makes decisions about purchasing.
- Contacting potential clients via email or phone to establish rapport and set up meetings.
- Planning and overseeing new marketing initiatives.
- Attending conferences, meetings, and industry events.

When it comes to the challenge of actually selling, other typical duties include:

- Preparing PowerPoint presentations and sales displays.
- Contacting clients to inform them about new developments in the company's products.
- Developing quotes and proposals.
- Negotiating and renegotiating by phone, email, and in person.
- Developing sales goals for the team and ensuring they are met.
- Training personnel and helping team members develop their skills.

To keep healthy relationships with clients, this mostly requires socialization. So from simple chats on the phone to lunches and events or conferences business development executive must be sure to keep their customers happy. Of course, as with all office jobs, documentation is also a big part of the work. Business development professionals are also obligated to write reports and provide feedback to upper management about what is and is not working.

Business Development Executive Skills

To be an effective business development executive, an individual must be:

- Socially adept.
- Good with numbers.
- Able to provide quality leadership to a large team of sales people.

The skills you need to excel in this position include:

- Strong communication and IT fluency.
- Creative talents and the ability to solve tough problems.
- In-depth knowledge of the industry and its current events.
- The ability to handle pressure and meet deadlines.
- Skill in prioritizing and triaging obligations.
- Attention to detail.
- Excellent time management and organization.

Key skills for Business Development Executives

- Good teamwork skills.
- Communication skills.
- Adaptability.
- Good organization and planning skills.
- Creativity.
- Commercial awareness.
- Numerical skills.
- IT skills.

Salary:	Not Disclosed by Recruiter
Industry:	IT-Software / Software Services / Website Designing & Development
Functional Area:	Sales , Retail , Business Development
Role Category:	Retail Sales
Role:	Senior Business Development Executive/Office
Employment Type:	Permanent Job, Full Time
Key skills: Marketing, Sales, b2b sales, b2b marketing, Corporate strategic, alliances partnership, Business Development	
Company Profile : Huda's Technologies is a leader in consulting, technology and outsourcing solutions. A proven partner focused on building tomorrow's enterprise. Huda's Technologies enables clients in whole countries to outperform the competition and stay ahead of the innovation curve. We help enterprises transform and thrive in a changing world through strategic consulting, operational leadership and the co-creation of breakthrough solutions, including those in mobility, sustainability, cloud computing and web & desktop based applications.	

In our journey of over 9 years, we have catalyzed some of the major changes that have led to India's emergence as the global destination for software services talent. Over the years we have left an indelible impression in the IT solutions domain with an impressive clientele and an extensive global presence. The accolades we have been garnering can be attributed to our undeterred focus in delivering quality solutions across verticals that meet the challenging requirements of our esteemed customers. Our integrated solution offering is aimed at creating value for our customers, helping them in improving their business processes with minimum hassles and capital outlays. The perfect blend of technical excellence, business performance monitoring, business intelligence and customer experience management is what makes us endearing to our clients.

Recruiter Name:	Mohammad Noorul Huda
Contact Company:	Huda's Technologies
Address:	<p>Corporate Office Office No. 1807/08, B6, Blue Ridge, Hinjawadi Phase-1, Pune(M.S.) India. 411057.</p> <p>Operational Office India Ram Nagar, Behind LRT College, Aman Khan Plots, Akola - 444001.</p> <p>Operational Office Bangladesh 31, Mamun Plaza (Ground, 1st & 2nd Floor) Shahid Nazrul Islam Sharak, Dhaka-1203, Bangladesh.</p>
Telephone:	
Mobile	8857993980, 9422260648
Email Id	contact@hudastechnologies.com
Website	www.hudastechnologies.com