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| **Position Title:** | **Business Development Executive** |
| **Location:** | **Guwahati & Bhubaneswar** |
| **Employment Status:** | **Contractual** |
| **Experience:** | **1-2 Years** |
| **Reports To:** | **Channel Manager** |
| **Travel:** | **Yes** |
| **Salary:** | **Commensurate with Skills** |
| **Language Known:** | **English, Hindi & Regional Language** |

Contract- BDE

**Responsibilities**

* Develop new business and long-term account opportunities through prospecting using a variety of lead generation methods- Tele-calling, Cold calling, Market visit, customer referrals, Participation in events etc.
* Work on Outbound activities through various cohorts.
* Establish strong customer relationships with existing customers, for referrals.
* Develop Payroll Service Provider (PSP) business in the respective territory, work closely with local CA Chapter and identify and onboard new payroll service providers.
* Generate repeat business through existing PSP to achieve monthly targets.
* Maintaining good relationships with existing reseller partners and identifying the new reseller partner for lead generation. Guiding and coaching them for more qualified leads.
* Need to be more active on-field and open to travel.
* Identifying local events and actively participate to promote the company’s products and services
* Complete RFPs and preparation of commercial proposals
* Follow up on submissions, negotiation and business closures
* Be aware of organizational growth initiatives regarding market and target customer segments and the company’s potential to meet customer needs
* Oversee, maintain and upgrade existing accounts to ensure ongoing client satisfaction.
* Present product and services matching the prospect’s needs and requirements
* Achieve weekly, monthly and quarterly pipeline funnel building targets and new account acquisition targets

**Qualifications & Skills**

* Graduate
* At least 1-2 years of sales experience selling in the B2B segment and consistently achieved and exceeded sales targets, Preferably Software Sales.
* Thorough understanding and appreciation of software product sales
* Must be extremely effective at initiating high-level contacts in accounts and have strong presentation skills to close the sale
* Ability to generate leads and build a business in a wide-open market
* Should have worked with at least one CRM software for planning and recording sales activities.
* Excellent verbal and written English communication skills, along with email Writing.
* Good Knowledge of MS Office.
* Self-starter, goal-oriented and able to work independently to meet company objectives