

Business Development Executive

Hiring organization

Infistack

Description

- Meet and exceed sales targets
- Manage complex negotiations with senior-level executives
- Build rapport and establish long term relationships with customers
- Must have experience in handling bidding portals. (Freelancer, Upwork, Guru)
- Should have knowledge of email marketing and follow-up with the clients' responses.
- Excellent Communication skills.
- Should be able to work independently.
- Must have a strong drive to results and passion for growing businesses.
- Knowledge of web and mobile applications development practices.
- Deep understanding of marketing principles.
- Excellent oral and written communication skills including presentation skills.
- Must be self-motivated and a good team player.
- Must have strong decision-making, and problem solving skills.
- Ability to provide quality leadership to the Sales team.
- Shaping marketing strategy of new products.
- Marketing the Company's software products via emails, blogs, newsletters and social media.
- Develop new opportunities to increase company visibility.
- Analyse work statistics to determine project requirements, and generate business opportunities by getting new development projects for the company in the areas of web and mobile applications.
- Screen potential business deals by analysing requirements and financials.
- Generating leads for new development projects and converting them.
- Cold calling experience will be added advantage

Date posted

June 28, 2022

Contacts

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I want to join Infistack because *

My total relevant experience is *

My current CTC is *

My expected CTC is *

You can contact me on my email at *

My updated CV is (.pdf|.txt|.doc file) *

Regards, *