



R TALENT HUB

<https://www.rtalenthub.com/job/business-development-executive-manager/>

Business Development Executive / Manager

Employment Type

Full-time

Job Location

Remote

Responsibilities

- Spearheaded business development initiatives that are consistent with the company's overall strategy.
- Manage multiple business initiatives.
- Manage complex contract negotiations and work with an international clientele.
- Drive the entire sales process; lead and assigns team responsibilities for opportunity qualification and development, and solution architecting.
- Manage lead generation campaigns working with Marketing.
- Monitor and report on sales and performance.
- Qualify leads from marketing campaigns as sales opportunities
- Contact potential clients through cold calls and emails
- Present our company to potential clients
- Identify client needs and suggest appropriate products/services
- Customize product solutions to increase customer satisfaction
- Build long-term trusting relationships with clients
- Proactively seek new business opportunities in the market
- Set up meetings or calls between (prospective) clients and Account Executives
- Report to the Manager on (weekly/monthly/quarterly) sales results
- Stay up-to-date with new products/services and new pricing/payment plans

Requirements and skills:

- Proven work experience as a Business Development Representative
- Hands-on experience with multiple sales techniques (including cold calls)
- Track record of achieving sales quotas
- Familiarity with MS Excel (analyzing spreadsheets and charts)
- Understanding of sales performance metrics
- Excellent communication and negotiation skills
- Ability to deliver engaging presentations

Education

- BSc, MSc , BTech , MTech degree in Marketing, Business Administration, or relevant field.

Experience

Experience: 4+ years

Open Position: 1