

Role Title: Business Development

- ▶ The Business Development Executive is expected to sell to Enterprise ,Corporates/SME's etc
- ▶ Coordinates proper company resources and formulate all business development activities in his area

Primary Responsibilities

- Develop Market and deliver all core Product value proposition along with sales tools that can be used to sell our proposition to both the end customer and relevant business partners and enterprise customers
- Drive the development of local business market strategy
- Maintain all project management tools for the business development activities and track impact of activities
- Develop Eco-System, Support teams and all accounts in delivering vertical / industry business messages to customers leveraging the industry experts where needed
- Leverage carriers for small & medium business sales
- Generate suspects / leads of key corporate 3rd Party relationships in the categories of Developers, Solution Providers (ISVs), Business Consultants, OEMs and integrators
- Build Key Customers
- Identify and qualify new accounts prospects to generate opportunities at the early stage

Role Requirements / Specifications

Knowledge & Skills	<ul style="list-style-type: none"> • Sound knowledge of IT Segment • Excellent Communication Skills • Excellent Sales and Business Development skills • Strong negotiation skills • Willingness to learn about the industry • Demonstrate high energy • Ability to take initiatives and inspire others through product programs and briefings
Educational Qualifications Work Experience	<ul style="list-style-type: none"> • Any graduate/PG • 2- 5 years of work experience in sales