

Business Development Executive

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Phone :

Web :



Job Summary

Vacancy :

Deadline : Apr 30, 2024

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Employment Status : Full Time

Experience : 3 - 5 Years

Salary :

Gender : Any

Career Level : Mid Level

Qualification : Bachelor's Degree

Job Description

Business Development Manager Desired Candidate Profile:

- Experience: 2-3 years in Sales, focusing on Direct Sales; Field sales, and B2C sales expertise.
- Candidate should be able to communicate in English / Hindi and should have proficiency in at least one regional language.
- Should have proven experience in sales within the local base location.
- Candidate should possess Strong communication, negotiation, and interpersonal skills and ability to work independently and collaboratively.
- Familiarity with the Modular Kitchen Industry and experience in modular product-related industries or concept-selling industries will be preferred
- Prior networking with architects, interior designers, or builders is advantageous.
- Must own a two-wheeler for field sales. Good communication and presentation abilities.

Roles and Responsibilities

- Generate leads through various channels, including cold calling, networking, and referrals.
- Identify potential customers and businesses that align with the company's product offerings.
- Conduct face-to-face meetings with prospective customers to understand their requirements and present product solutions.
- Build and maintain strong relationships with clients to ensure customer satisfaction.
- Understand the needs of customers and clients thoroughly.
- Analyze customer requirements and propose effective solutions.
- Create and manage a sales pipeline to track and prioritize leads and opportunities.
- Regularly update and maintain accurate records of customer interactions and transactions.
- Negotiate pricing and terms with customers to secure profitable deals.
- Work towards achieving sales targets and objectives.

Education & Experience

Must Have

Educational Requirements

Bachelor's Degree

Compensation & Other Benefits
