

## Business Development Executive(Field Sales) Bengaluru

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Company: apna

Location: bangalore

Category: other-general

### Responsibilities:

- Visiting 10-15 clients a day to pitch them Apna's hiring products
- Generate prospects and share with your manager all data pertaining to market
- Manage objection handling of customers with respect to product, competition, pricing & expectations.
- Selling recruitment solutions to SMB clients by assessing their business requirements.
- Manage onboarding of clients and them posting their first job on the platform
- Create references in the market and drive organic revenue
- Be a representative of the Apna brand and effectively pitch our value proposition to suitable and interested prospects
- Work on weekly / monthly targets and ensure adherence to short and long-term goals of the growth
- Create brand visibility of Apna in the market by handing out collaterals & building references

### Requirements:

- 2+ years of work experience in client-facing B2B roles
- Skillsets: Hustler, Street Smart, Negotiation, Lead generation, Knocking
- Team player and a strong people person
- Strong preference for HRTech experience, or BFSI / Insurance hard cold selling experience.
- Bike & DL is a must since it is a traveling job

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