

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 referencesRequirements:· 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 HR Tech experience, or BFSI / Insurance hard cold selling experience· Bike & DL is a must since it is a traveling job

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