

Business Development Executive

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Company: Xpheno

Location: India

Category: other-general

Monthly Salary Salary: 18K in Hand + 3k Travelling + PF ESIC

Job Description ;

Education: 12th

Industry: Retail/FMCG/Fintech

Experience

Paytm, Gpay, City mall, cashify, oye rickshaw, udaan Justdial byju, etc.) Phonepe , Amazon, Rapido*

Any sales marketing knowledge can apply

Familiarizing yourself with all products and services offered by our company.

Procuring new clients through direct contact, word-of-mouth, and collaboration with the marketing department.

Attending networking activities to research and connect with prospective clients.

Maintaining meaningful relationships with existing clients to ensure that they are retained.

Suggesting upgrades or added products and services that may be of interest to clients.

Crafting business proposals and contracts to draw in more revenue from clients.

Negotiating with clients to secure the most attractive prices.

Equipping staff with the technical and social skills needed to enhance sales.

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