

Business Development Executive

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Company: Placement Mumbai

Location: mumbai

Category: other-general

Title Business Development Executive Posted On 14 Mar 2424 Description Skills: B2B Sales, Software Sales, IT Service Sales, CRM Sales, B2B Marketing, B2B corporate Sales
Qualification: Any graduate Work Hours: 10 to 7 Salary: Not disclosed Experience Required: 1 to 6 Years Industry: IT Services & Consulting Details: Responsibilities: 1. Sales and Business Development : Achieve sales targets by identifying and pursuing new business opportunities. Present and promote our IT solutions to potential clients. Negotiate and close deals to meet revenue goals. 2. Lead Generation Develop effective strategies for lead generation. Qualify and convert leads into opportunities for the sales team. 3. Market Product Research & Development: Stay updated on industry trends and competitor activities. Assess market dynamics, including regulatory requirements and economic factors. Transform selected ideas into viable product concepts. Prioritize ideas based on feasibility, market demand, and strategic alignment. 4. Customer Relationship Management : Build and maintain relationships with clients. Address customer inquiries promptly. Location Mulji Jetha Co-Op Housing Society, 2nd floor, Office no. 44 ,Plot 185/193, Princess Street, above bank of baroda, Marine Lines East, Mumbai, Maharashtra 400002 10 minutes walking from CST, 5 minutes walking from the Marine Lines station, 10 minutes from Churchgate station Contact Information:

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