

Business Development Specialist

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Company: PhiGrid Consulting

Location: Bengaluru

Category: other-general

Company DescriptionPhiGrid Consulting is a comprehensive solutions provider for businesses, specializing in network design, security, cloud services, and IT support. We focus on creating efficient and reliable IT systems to help organizations streamline their operations and maximize productivity.

Role DescriptionThis is a full-time on-site role for a Business Development Specialist located in Bengaluru. The Business Development Specialist will be responsible for conducting market research, lead generation, and customer service. The role also involves analyzing data, developing and implementing strategies to increase business growth, and building strong relationships with clients.

QualificationsAnalytical Skills, Market Research Skills, and Communication SkillsLead Generation Skills and Customer Service SkillsMust be able to carry value based conversations around technology with CXO'sProven track record on quota achievementsStrong problem-solving and decision-making abilitiesExcellent communication, presentation and negotiation skillsExperience in business development or salesKnowledge of IT systems and solutions is a mustBachelor's degree in Business, Marketing, or a related field

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