



Circular Details

Job Title: Business Development Executive

Job Overview:

We are seeking an experienced and dynamic Business Development Executive to lead our company's growth efforts. The ideal candidate will possess excellent strategic thinking and communication skills, and a proven track record of successfully expanding a company's market presence. The Business Development Executive will play a crucial role in identifying new business opportunities, cultivating partnerships, and driving revenue growth.

Responsibilities:

1. **Market Research:** Conduct market research to identify new business opportunities and industry trends. Analyze competitors and market conditions to develop strategies.
 2. **Lead Generation:** Generate leads and identify potential clients through various channels, including networking, cold calling, and digital marketing efforts.
 3. **Client Acquisition:** Develop and execute strategies to acquire new clients or customers, expanding the company's customer base.
 4. **Relationship Building:** Cultivate and maintain strong relationships with potential clients, partners, and stakeholders through effective communication and engagement.
 5. **Sales Presentations:** Prepare and deliver compelling sales presentations, proposals, and pitches to prospective clients.
 6. **Negotiation:** Negotiate terms and agreements with clients, vendors, and partners to achieve mutual beneficial outcomes.
 7. **Revenue Growth:** Set and achieve sales targets and revenue goals. Continuously monitor and report on sales performance.
 8. **Collaboration:** Collaborate with cross-functional teams, including marketing, product development, and customer support to ensure a seamless customer experience.
 9. **Market Expansion:** Identify opportunities to enter new markets or expand existing market reach, both domestically and internationally.
 10. **Strategic Planning:** Develop and implement strategic plans for business development, taking into consideration long-term company goals.
 11. **Pipeline Management:** Maintain a well-organized sales pipeline and CRM (Customer Relationship Management) system to track leads, opportunities, and client interactions.
- Qualifications: Bachelor's degree in Business, Marketing, or a related field (Master's degree is a plus). Proven experience as a Business

Development Executive or in a similar role. Strong understanding of sales techniques and strategies. Excellent communication and negotiation skills. Demonstrated ability to meet and exceed sales targets. Strategic thinking and problem-solving abilities. Proficiency in using CRM software and sales tracking tools. Willingness to travel as needed for client meetings and business development activities. Exceptional interpersonal and relationship-building skills. Preferred Skills: Industry-specific knowledge and contacts. Experience with international business development and global markets. Familiarity with emerging technologies and digital marketing strategies. Strong analytical skills for market research and data analysis

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Designation : Business Development Executive (BDE)

Experience : 0 - 2 Years

Age : 20 to 35 Age

Salary Range : Based on Performance

Vacancy : 15

Posted Date : 03.21.2025

Last Date to Apply : 12.31.2025