Best Software Development Company - Samcom Technobrains

Business Development Executive (IT Services)

Description
This is a full-time on-site role for an information technology Business Development Executive. The Business Development Executive will be responsible for new business development, account management, and communication-related information technology services. The role will involve building and maintaining relationships with clients, identifying business opportunities, and driving growth through effective sales strategies and solutions.

Experience
3+ Years.

Responsibilities

- New Business Acquisitions and Business Development skills
- Strong knowledge and understanding of Information Technology
- Developing and executing sales plans to meet and exceed monthly and quarterly sales goals
- Maintaining and updating sales, marketing, and business development documentation
- Generating Business with different social platforms like LinkedIn
- Experience with Bidding Portals like Upwork, Freelancer, etc.
- Excellent communication and interpersonal skills
- Ability to effectively manage client accounts

Qualifications

- Experience in IT software development or related field
- Proven track record in achieving sales targets
- Technical knowledge of open-source technologies
- Understanding of mobile development trends
- Strong analytical and problem-solving abilities

Job Benefits

- 5 Days working
- Positive work environment
- Referral Bonus Policy
- Reward and Benefit
- Employee Training Sessions
- Annual Trip
- Team Celebrations
- One to one Mentorship
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Contacts
Kindly share the resume at dixit.p@samcomtechnobrains.com or WhatsApp on 8905606056

Hiring organization
Samcom Technobrains Pvt Ltd.

Employment Type
Full-time

Job Location
Ahmedabad

Date posted
March 19, 2024