



<https://bitplus.co.in/job/international-business-development-executive/>

International Business Development Executive

Requirements

- 1 – 2 years of experience required in software & IT services sales development/lead generation
- Preferred candidates who has hands on experience in International Sales
- Well versed with Good English communication skills
- Working in IT software like Point of Sale, Human Resource Software, Financial Software, Business solution, Asset Management Software, Restaurant Management Software, Etc....
- Dedication required to work with International Environment and timings
- Must be energetic, confident, motivated and self driven

Responsibilities

- International business development through Email campaigning, social networking, database generation.
- Market Research and Maintaining relationship with existing clients and prospect
- To generate new leads from African region, Middle-East region and so on and turn this into increased business.
- Identify, qualify and cultivate new sales leads through databases, publicly available sources such as LinkedIn, events, referrals, and follow-up calls
- Schedule and conduct qualification call for prospects in a clear and compelling way with a high level of passion for our solutions
- Achieve monthly sales targets such as a number of demos scheduled, qualified opportunities, weekly activities, and appointment setting.
- Acquire research and further contact information where needed
- Manage leads and develop strong relationships
- Communicate regularly with colleagues, management, and potential prospects
- Prospect potential clients through networking and finding the best way to connect with them
- Reconnect and build relationships with cold leads and continuously build the pipeline
- Developing quotes, proposal and negotiations for clients

Qualifications

- Any graduate or MBA or higher in Business Education or related discipline
- 1.5+ years of professional experience in IT software sales and technology products with a demonstrated track record of achievement
- Must have strong analytical and creative problem solving skills.
- Strong selling competence, including the ability to learn and deliver new technical concepts quickly.

Hiring organization

Bitplus Solutions LLP

Employment Type

Full-time

Job Location

Ahmedabad, India

Date posted

August 26, 2021

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