

Blackwater Tech

<https://dev.blackwater.tech/job/business-development-executive/>

BUSINESS DEVELOPMENT EXECUTIVE

Description

Job Summary

Hiring organization
Blackwater Tech

Date posted
July 12, 2024

We are looking for ambitious and energetic business development executive to drive sustainable financial growth through boosting sales and forging strong relationships with clients. Should have knowledge and experience in US and UK market.

Relevant years of experience as a business development executive, sales executive or relevant role.

Roles And Responsibilities

- Strong selling skills – present, promote, sell IT products/software development and designing services using solid arguments to existing and prospective clients, lead generation, negotiating, closing.
- Reach out to client leads through cold calling, emails, and various online marketplaces.
- Establish, develop, maintain positive business and client relationships,
- Pitch our software development and designing services and IT products to new clients and maintain a good working relationship with new contacts.
- Prospecting and acquiring customers for portfolio of products of the company by developing quotes and proposals to clients and delivering presentations.
- Meeting and exceeding sales Target for the team and individually while adhering to the Company's guidelines.
- Understanding client's specific business needs and applying product knowledge to meet those needs with the company's products
- Identifying the opportunities for Fresh sales and new areas of development through detailed market research and prospecting. Analyze the IT territory/market's potential, track software sales and status reports.
- Keep abreast of best practices and promotional trends and IT market research.
- Manage the sales pipeline ensuring the pipeline is robust and meet the targets
- Accurate and timely reporting of the pipeline and prospects in the pipeline
- Provide Trustworthy feedback and after sales support. Continuously improve through feedback
- Record interactions on CRM
- Report on KPI

Responsibilities

Required Skills

- Candidate should have strong communication skills in all forms-written, verbal, email, telephone, and presentation skills in English.
- Ability to flourish with minimal guidance, be proactive, and handle uncertainty.
- Must be Tech Savvy and know and understand IT Products. Proficient in Word, Excel, Outlook, and PowerPoint.
- Attention to detail, Self-Driven
- Lead generation
- Achieve sales and revenue targets
- Proven Track record of successful hunting and acquiring new customers

Qualifications

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Any graduate or Post Graduate