

Blackwater Tech

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

JUNIOR BUSINESS DEVELOPMENT EXECUTIVE

Description

Job Summary

Hiring organization
Blackwater Tech

Date posted
July 12, 2024

We are looking for ambitious and energetic person with excellent communication skills- oral & written

Roles and Responsibilities

- Build and Manage prospect database, keeping accurate record and notes of contact information and prospect activity.
- Identifying business and Partnership opportunities for company via Market Research and Lead Generation activities.
- Writing compliments by going through company website and LinkedIn profile.
- Generating Leads through Cold Calling, Cold emailing, and LinkedIn.
- Proficient in LinkedIn to find out the key contacts across the globe from any vertical.
- Working closely with Sales and the Marketing teams.
- Working with senior team members to identify and manage risks.
- Familiarizing yourself with all products and services offered by company.
- Collaborating with Management on sales goals, planning, and forecasting; maintaining short and long-term business development plans.

Required skills

- Candidate should have good 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 able to know and understand IT
- Expertise in Microsoft office suite (Word, Excel, Outlook, and PowerPoint).
- Must be detail-oriented and an active listener.

Qualifications

Qualification

Any graduate