

Job Title: **Business Development Executive**

Experience: 1-3 years

Location: Kalyani Nagar, Pune

Vacancy: 15

Salary: best in industry + UNCAPPED incentives

Shift timing: Rotational

Roles and Responsibilities:

- The Business Development Executive will be responsible for cold calling, prospecting, qualifying and generating new qualified sales leads
- The offerings will be a cloud, security, marketing automation tools, unified communication and the target set will be Founders, Directors, Managers, CEOs, CTO and VP level clients and make first level contacts
- This individual will be a highly motivated, self-starter able to identify and develop new business prospects from multiple sources including marketing leads, prospect lists, discovery and individual research
- The person should be able to use a dynamic approach with the calling scripts that your Team Leaders will provide

Desired Skills:

- Excellent communication skill
- Have a knowledge of B2B List building and have excellent proficiency in secondary research
- Have good knowledge of LinkedIn and similar tools
- Knowledge of Sales Navigator will be an added advantage
- Should adapt with a target based environment
- Ability to have a dynamic approach to sales
- Should have minimum 1 year experience into a B2B industry in sales
- Intermediate to Advanced MS Excel