

Business Development Executive

Experience: 1 to 3 years, **Vacancy no:** 3

Age: 23 to 30 years, **Education:** Any graduation/ MBA

- Develop growth strategy for Modified to expand into different customer segments and market
- Identify prospects/opportunities through various sales channels such as cold calls and cold emails in person meetings
- Identify and generate new business opportunities with existing clients by understanding pain points and offering solutions.
- Develop new business relationships in Odisha
- Write compelling and well researched business proposals for prospects.
- Successfully manage the end to end sales process as defined by the company.
- Demonstrate initiative and drive organisation goals and initiatives.
- Demonstrate strong understanding of the sector and services.
- Being able to provide strong guidance/advisory to clients during requirements gathering.
- Have a strong performance drive mindset
- Ability to solve complex problems through relevant solution
- Collaborate with internal and external stakeholders.
- Must have Digital Marketing knowledge.
- Must have worked with a digital marketing company.
- Understand and able to handle various sales objections.
- Expertise in various closing skills and a mindset at a high ticket closer.