

## Business Development Executive:

We are looking for a resilient, empathic Business Development Executive to contribute to the growth of our company. Business development executives are responsible for finding and retaining clients and encouraging extant clients to purchase the Software and Products.

To be successful as a BDE, you should attend networking events to attract and retain clients. Ultimately, an outstanding BDE will keep a close eye on clients' feedback to ensure that our products and services always exceed expectations.

## Responsibilities:

- ☒ Procuring new clients through direct contact, word-of-mouth, and collaboration with the marketing department.
- ☒ Forecast sales, develop "out of the box" sales strategies/models and evaluate their effectiveness
- ☒ Meet personal and team sales targets
- ☒ Research accounts and generate or follow through sales leads
- ☒ Maintain and expand the client database within your assigned territory
- ☒ Familiarize yourself with all products and services offered by our company.
- ☒ Attend networking activities to research and connect with prospective clients.
- ☒ Maintaining meaningful relationships with clients to ensure productive long-lasting relationships.
- ☒ Negotiating with clients to secure the most attractive prices.

## Requirements:

- ☒ Extensive sales experience.
  - ☒ Intuitive and insightful, particularly regarding human behavior.
  - ☒ Ability to generate revenue by identifying pain points and suggesting suitable products or services.
  - ☒ Professional yet affable disposition.
  - ☒ Neat well-groomed appearance.
  - ☒ Experience or Knowledge about working with CRM
  - ☒ Great networking skills and Resourceful, with outstanding research skills.
- Excellent written and verbal communication