

NOTICE

Placement – Mavericks

Job Title: Business Development Executive (BDE)

Job Overview: The Business Development Executive is responsible for generating new business opportunities and expanding the company's customer base. This role involves identifying potential clients, conducting market research, and initiating contact to establish rapport and facilitate sales.

Key Responsibilities:

- Prospecting and Lead Generation:**
- Identify and research potential clients or markets.
- Generate new leads through various channels, including cold calling, email campaigns, social media, and networking.
- Qualify leads to determine their fit for the company's products or services.
- Client Engagement:**
- Initiate contact with potential clients to introduce the company's offerings.
- Build and maintain strong relationships with prospective clients.
- Understand clients' needs, challenges, and objectives to tailor solutions effectively.
- Sales Support:**
- Collaborate with the sales team to schedule meetings or product demonstrations.
- Provide necessary information and materials to support the sales process.
- Assist in creating proposals and presentations for clients.
- Market Research:**
- Stay updated on industry trends, market conditions, and competitors.
- Analyze market data to identify opportunities for growth and areas for improvement.
- Reporting and Documentation:**
- Maintain accurate records of leads, interactions, and sales activities using Customer Relationship Management (CRM) software.
- Prepare regular reports on sales activities and progress toward targets.
- Targets and Goals:**
- Meet or exceed monthly, quarterly, and annual sales targets.
- Work towards achieving key performance indicators (KPIs) related to lead generation and revenue generation.

Qualifications and Skills:

- Bachelor's degree in business, marketing, or a related field (sometimes relevant experience may be considered in lieu of a degree).
- Proven experience in sales, business development, or a related role.
- Strong communication and interpersonal skills.
- Excellent negotiation and presentation abilities.
- Self-motivated and target-driven with a results-oriented mindset.
- Proficiency in using CRM software and other sales tools.
- Knowledge of the industry and market trends.
- Ability to work independently and as part of a team.

Keywords / Skills-

- Total Experience - 0 Yr to 1 Yr
- Salary Type - Monthly
- Monthly Salary Offered
Rs 20000 / month to Rs 30000 / month

Website: www.mavericks.net.in

**Students interested may also revert to Dr. Maulik Rathod (maulik.rathod@raiuniversity.edu)
Placement Coordinator, Rai School of Management Studies by November 09, 2023**

**Rajesh Nair
Training & Placement
Corporate Resource Cell**