**Job Description:**

Designation: Business Development Executive having MBA

Work Experience: 2-3 years

Place of Posting: Bangalore

Salary: 6-8 LPA

**Brief overview of Role:**

1. Create and Maintain strong pipeline to ensure all opportunities are captured for both existing and target customers.
2. Explore, make initial contact and meet potential customers to qualify the prospect.
3. Responsibility for meeting sales targets in the defined market and business segments.
4. Prepare and present proposals and close new deals and increase revenues from existing accounts.
5. Participate in Seminars, Trade Shows including after-hours events.
6. Create advertisement opportunities targeted towards increase in revenue of the company.
7. Perform Competitors Analysis. Generate new leads and identify new opportunities.
8. Provide feedback to company’s Director on a weekly basis related to performance, sales reports and strategy.
9. Must have the stature and confidence to interact directly with top management people.
10. Should be able to own deliverables and commitments and need minimal supervision.
11. Taking ownership for entire sales lifecycle, from Leads to Closure.

**Requirements**

MBA (Undergraduates are also welcome).

Experience: between 2-3 years (strongly preferred).

Street smart and intelligent (absolutely needed).

Must have high Aptitude, which indicates high ability to learn new stuff (absolutely needed).

Must be humble

Must be willing to work in high-pressure, team situations

Will need to travel across India
Should be skilled in the following areas or should be able to pick these up soon:

- Problem Solving
- Verbal Ability
- Consumer Behavior
- Pricing
- Direct Sales
- Distribution
- Negotiation
- Additional skills in Data Mining would be a plus point
- Digital Marketing

Interested applicants may send their applications to Mr. Raghavendra Rao. D.R Email:

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