



<b>Position:</b>	<b>Business Development Associate</b>
<b>Location:</b>	<b>Bangalore - 5 , Hyderabad 2, Chennai 2 - Vijayawada - 1</b>
<b>Qualification:</b>	<b>Any Graduate - Passion in doing sales</b>
<b>Past Experience area :</b>	<b>Experience in Sales and Marketing , Customer service, Handling Big clients, Project managers, Architects.</b>
<b>Reporting to</b>	<b>Head of Sales/VP / MD</b>
<b>Salary :</b>	<b>As per market standards</b>
<b>Job Description</b>	<ul style="list-style-type: none"> <li>• ● Built client base and interest in business services for continued revenue growth.</li> <li>• Visit client place for better understanding the requirements and suggest client accordingly.</li> <li>• Receive Inquiries, prepare and follow up on quotations to convert into business.</li> <li>• Ability to work both collaboratively as part of a team, and independently.</li> <li>• To understand client requirements, take measurements at site, prepare quotations &amp; attend negotiation meetings to close the order.</li> <li>• Achievement of weekly and monthly sales targets for each region.</li> <li>• To maintain a tracker for each client and be in constant touch with client to update on the status of work happening at back-end.</li> <li>• Offered ongoing client resources and support to outperform competition.</li> <li>• Oversaw service issues and client satisfaction.</li> <li>• Provide timely, accurate competitive pricing.</li> <li>• Striving to maximize profit margin.</li> </ul>



<b>Desired Profile</b>	<ul style="list-style-type: none"><li>●Excellent communication and negotiation skills.</li><li>● Should have excellent interpersonal and relationship management skills.</li><li>● Should have handled independent business in any Organization of similar size and scale.</li><li>● Handle a team and achieve sales target.</li><li>● Achieve sales figures and work under pressure.</li><li>● Adaptability for extensive travelling</li><li>● Adaptability on reporting and assisting Seniors.</li><li>● Attitude: Enterprising, highly driven.</li><li>● To have own transport (Bike), Allowances will be as per company policy.</li></ul>
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