

Job Title: Business Development Executive

Location: Ahmedabad, Gujarat

Employment Type: Full-Time

Department: Business Development

About Us:

QDev Technolab Pvt. Ltd. is a leading IT solution. We are committed to delivering innovative technology solutions that empower businesses to thrive in a digital world. Join our dynamic team and be part of our mission to drive growth and create value for our clients.

Position Overview:

We are seeking a results-driven Business Development Executive to identify new business opportunities, build relationships, and drive sales for our IT services. The ideal candidate will have a strong understanding of the technology sector and a passion for helping businesses leverage technology to achieve their goals.

Key Responsibilities:

- Identify and target potential clients through market research and networking.
- Develop and maintain relationships with key decision-makers in prospective organizations.
- Conduct presentations and product demonstrations to potential clients.
- Collaborate with the marketing team to develop effective sales strategies and campaigns.
- Prepare and deliver sales proposals and negotiate contracts.
- Monitor market trends and competitor activities to inform business strategy.
- Achieve sales targets and report on performance metrics.
- Participate in industry events, conferences, and networking opportunities to promote our services.
- Provide feedback to the product development team based on customer needs and market insights. Should know Lead generation
- Communication with international clients
- Proposal and Email drafting
- Data mining, Data gathering
- Experience with bidding portals
- Social media platforms: LinkedIn, LinkedIn Sales Navigator
- Bidding portals: Upwork, Freelancer, Guru
- Others: Email, Skype

Qualifications:

- Bachelor's degree in Business Administration, Information Technology, or a related field.

- 06 Months of experience in business development within the IT industry.
- Strong understanding of IT services and solutions.
- Excellent communication, negotiation, and presentation skills.
- Ability to build and maintain strong relationships with clients.
- Self-motivated, goal-oriented, and able to work independently.
- Proficiency in CRM software and Microsoft Office Suite.

What We Offer:

- Comprehensive benefits package, including health insurance and retirement plans.
- Opportunities for professional growth and career advancement.
- A collaborative and innovative work environment.
- Access to the latest technology and training resources.

How to Apply:

If you are a proactive and driven individual looking to make an impact in the IT industry, we would love to hear from you! Please submit your resume and a cover letter to [email address] with the subject line "Business Development Executive Application."