



V Group Inc.

Designation/Title: Business Development Executive

Employment Type: Full time.

Experience: 6 months to 2 years from an IT background.

Location: Bhopal (Madhya Pradesh) /Pune (Maharastra)

Work Hours: 6:30 PM to 3:30 AM IST

Roles and Responsibilities:

- Identifying new sales leads.
- Maintaining fruitful relationships with existing customers.
- Researching organizations and individuals online (especially on social media) to identify new leads and potential new markets.
- Researching the needs of other companies and learning who makes decisions about purchasing.
- Contacting potential clients via email or phone to establish rapport and set up meetings.
- Strong analytical, problem troubleshooting/problem-solving skills.
- Knowledge of the development process of Web & Mobile application.
- Capable of grasping new technical concepts quickly and productively utilizing them.
- Route qualified opportunities to the appropriate sales executives for further development and closure.
- Close sales and achieve quarterly quotas.
- Maintain and expand the database of prospects within your assigned territory - USA, UK, Canada, Australia.
- Extract data from various sources like LinkedIn, Google etc.
- Gather data of key decision-makers in various companies (US/Africa/Australia).
- Should have a working knowledge of businesses and industry designations.

Candidate profile:

- Excellent communication skills, will be responsible for conducting research based data mining, analysis and lead generation.
- Run email campaigns, make reports and track data across various functions.
- Excellent knowledge of MS Office (Excel, Word, PowerPoint).
- Excellent research & analytical skills.
- Good typing skills and knowledge of the internet.
- Good communication skills.
- Good understanding of Social Media platforms.
- Basic understanding of Email marketing tools.

If you have the passion to deliver and urge to grow, be a part of our dynamic team. Immediate joiners are most welcome to apply, with their latest CVs including past and current project/clients details.



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