

Business Development Executive



Xgrid Business Development Executives are skilled professionals who can work directly with our CEO and Founders to generate more leads. The successful candidate will have experience in all stages of the sales cycle and will confidently build new client relationships and maintain existing ones. Strong communication and negotiation skills are a must for this position.

This is a night shift position.

Job Requirements

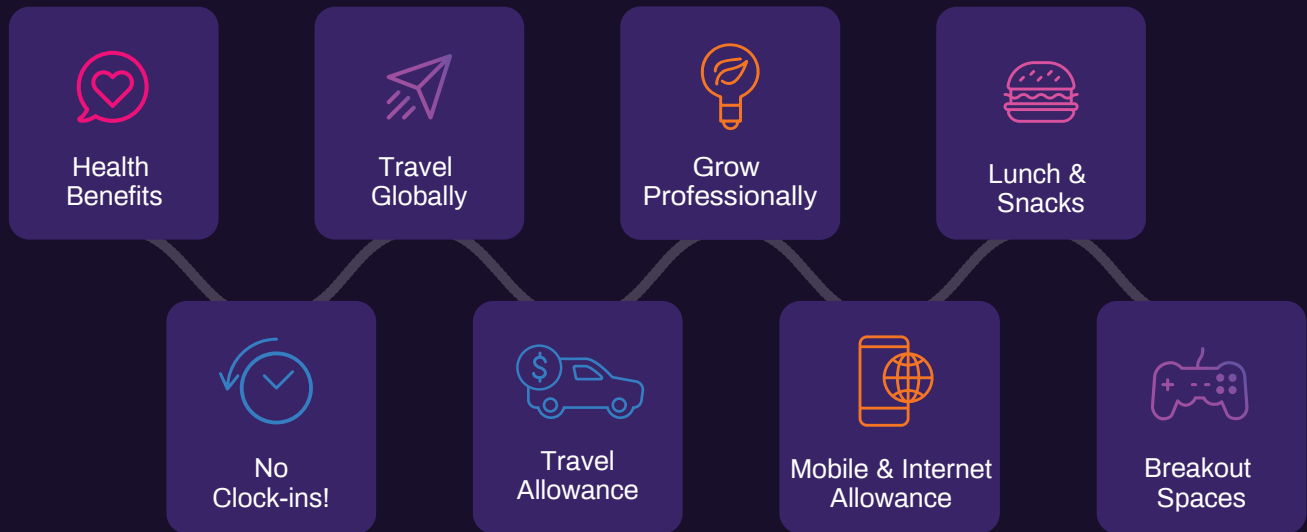
You will be expected to

- ▶ Familiarizing yourself with all products and services offered by our company.
- ▶ Procuring new clients through direct contact, word-of-mouth, and bidding on freelance websites.
- ▶ Attending networking activities to research and connect with prospective clients.
- ▶ Maintaining meaningful relationships and consistent contact with clients to ensure that they are retained.
- ▶ Crafting business proposals and contracts.
- ▶ Manage sales pipeline
- ▶ Analyze market and establish competitive advantages
- ▶ Track metrics to ensure targets are hit
- ▶ Negotiating with clients to secure the most attractive prices.
- ▶ Working with senior team members to identify and manage company risks that might prevent growth

Job Qualification

- ▶ Degree in Business Administration, MBA, Marketing or similar qualification.
- ▶ At least 2 years of B2B sales experience in the IT industry.
- ▶ Familiarity with structured process driven software development life cycle and general practices.
- ▶ Good understanding of different software technologies relevant to the domains of Cloud, Networking, Automation, DevOps, Mobile and Web Application Development, etc.
- ▶ Learn and work on new technologies to understand and enhance product features.
- ▶ Ability to generate revenue by identifying pain points in the market and suggesting suitable products or services.
- ▶ Great interpersonal skills.
- ▶ Excellent written and verbal communication.
- ▶ Resourceful, with outstanding research skills.
- ▶ Emboldened by challenges
- ▶ CRM experience is preferred
- ▶ Motivated and Self initiator.

Employee Benefits



To apply, drop us an email at: hr@xgrid.co