

Business Development Executive

Karachi

Job Description

For the role of Business Development Executive, the ideal candidate should be self-motivated, and comfortable making cold calls and talking to new people all day in order to reach out and bring in new business. A Business Development Executive typically has the following daily responsibilities:

- Attracting new clients by innovating and overseeing the sales process for the business.
- Researching potential leads from business directories, web searches, or digital resources.
- Maintaining CRM of prospective client information.
- Building pipelines with channel partners and team members to close sale.
- Answering potential client questions and follow-up call questions.
- Working with senior team members to identify and manage company risks that might prevent growth.
- Identifying and researching opportunities that come up in new and existing markets.
- Preparing and delivering pitches and presentations to potential new clients.
- Combining efforts and fostering a collaborative environment within the business as a whole.
- Communicating with clients to understand their needs and offer solutions to their problems
- Creating positive, long-lasting relationships with current and potential clients.

A business Development Executive should possess the following:

- Comfortable making cold calls and talking to new people all day.
- Excellent verbal and written communication skills; the ability to call, connect and interact with potential customers.
- Persuasive and goal-oriented.
- Possesses an energetic, outgoing, and friendly demeanor.
- Eager to expand company with new sales, clients, and territories.
- Self-motivated and self-directed.
- Able to multitask, prioritize, and manage time efficiently.
- In-depth understanding of company services and its position in the industry.
- Tenacity to handle rejection and continue on with a positive attitude when reaching next potential client.
- Previous experience in outbound call center or related sales experience preferred.
- Strong computer skills, including Microsoft Office Suite (Word, PowerPoint, Outlook, and Excel) and CRM/Salesforce experience preferred.

Perks: 5 days Job, Market competitive salary, EOBI, Incentive & Bonuses, Provident Fund and

Complimentary Transport

Job Skill

BPO

Excellent Communication

Business Development

Sales

Work From Home

Laptop/PC

Power Backup

Webcam

High Speed Internet Connection

Headgear

Job Details

Total Positions:	5
Job Type:	Full Time
Gender:	No Preference
Minimum Education:	Intermediate / A-Level or higher
Career Level:	Experienced Professional
Experience:	3 Years - More than 35 Years
Salary:	40000 - 65000
Benefit:	5 Working Days, Medical Insurance, Provident Fund, Market Competitive Salary, Complimentary Transport
Posting Date:	14-06-2021
Due Date:	08-09-2021