

## Job Description Business Development Executive

<b>Important Note</b>	<i>All Benefits and Perks like Stipend / Salary will be subjected to Functional Target Achieved by you as an employee / intern during employment or Internship period.*</i>
<b>Interview Rounds</b>	Round I: - Written Test Based on Job Description Files Provided By HR. Round II :- Personal Interview.
<b>Job Types</b>	Full-time, Part-time, Fresher, Internship, Freelancer
<b>Benefits &amp; Perks</b>	<ul style="list-style-type: none"> <li>• Experience Certificate / Letter Of Recommendation For Interns / Freelancers</li> <li>• Salary Or Stipend</li> <li>• Performance Bonus</li> <li>• Timely Promotion</li> </ul>
<b>Preferred Candidate Location</b>	Candidates who can relocate to Bangalore. Work From Home or Own City allowed after Joining & Induction. Final decision about work from home is reserved by management.
<b>Take Home Salary Range For All Positions</b>	Rs. 15,000/- To Rs. 25,000/- (Negotiable For Right Candidate).
<b>Functional Target</b>	Minimum 3 To 10 A.I.M.S. Training, CRM / ERP / Supplier Network Projects / Digital Marketing Projects Worth Revenue Amount Related to Take Home Salary accepted & agreed by Candidate while joining. Minimum Project Cost Should be Rs. 7,500/-
<b>Stipend Range For Interns</b>	Rs. 6,000/- To 9,000/- For Interns (We calculate and issue the stipend even if the complete target is not achieved but the intern must achieve more than the functional target required for Certificate & LOR.)*
<b>Work Location</b>	Bangalore Office / Client Location / HYBRID / College Incubation Center / Work from HOME / Online. Candidates can work from home after selection.
<b>Internship Duration</b>	Minimum 1 Month To 6 Months (Can be Extended Based on performance)
<b>Employee Minimum Service Period</b>	1 Year
<b>Employee Probation Period</b>	3 Months (Can be extended up to 6 months)
<b>Working Hours</b>	Flexible. Minimum 2 To 8 Hours
<b>Project Skills &amp; Qualifications Required</b>	<p>❖ <b>Non Technical Position</b></p> <p>All Students Pursuing Degree / Post Degree, Any Graduate, Digital Marketing, Social Media Marketing, Email Marketing, Any Graduate, Digital Marketing, Social Media Marketing, Email Marketing, MS Office, Email Marketing, Excellent</p>

Communication Skills, Talent Acquisition Skills, Target Oriented Approach.

## Detailed Roles & Responsibilities

Position Title :- **Business Development Executive**

- Responsible for the business development for the assigned territory.
- Experience Overall IT experience of 0-1 year in Marketing field
- Listening to customer requirements and presenting appropriately to make a sale;
- Maintaining and developing relationships with existing customers in person and via telephone calls and emails;
- Cold calling to arrange meetings with potential customers to prospect for new business; responding to incoming email and phone enquiries;
- Acting as a contact between a company and its existing and potential markets;
- Gathering market and customer information; representing their company at trade exhibitions, events and demonstrations;
- Negotiating on price, costs, delivery and specifications with buyers and managers;
- Creating detailed proposal documents, often as part of a formal bidding process which is largely dictated by the prospective customers.
- Preparation & Submission of the Business Order Proposal / Quotation to client.
- Negotiate the business proposal with client and ensure the order confirmation from client with required payment.
- Be responsible all communication related to payments or documents involved in project approval. \*Costing can be mutually decided with the help of reporting head or Team Coordinator.\*
- Achieving Business targets in terms of the number of clients as well as the contributing towards company's growth as well as his position in the company hierarchy.

## Important Terms & Conditions Applicable To All Staff

1. Packages include Take Home Salary For Candidate not the CTC. ***All Packages are negotiable and discussed during the interview.***
2. Job profile & Responsibilities may vary time to time depending on the candidate's skills and company's requirements.
3. Employees joining us should sign the undertaking for "Minimum Service Period".
4. Candidates should be flexible enough to relocate to other parts of India in case if required.
5. Candidates should be adoptive and willing to learn A.I.M.S.(Artificial Intelligence Management System).
6. Candidates should be hardworking and willing to travel to the customer place in the required scenario.
7. The decision for the On Job Training (OJT) and other skills enhancement workshops will be taken by the Regional Reporting Head Of Company.

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