

BDM / Sr. BDE (Software Sales)

We are looking for Business Development Manager & Senior Business Development Executive with Minimum 2 to 5 Years of Experience.

Interested Candidate can share their profiles at anjali.joshi@cbsl-india.com

Job Description:

- Monitoring industry trends as well as competition.
- Ensures effective client engagement and stakeholder management during assignment
- Lead and acquire new sales across targeted segments /Solution
- Credible experience in selling technology based solutions (both IT and Business) to strategic customers.
- Effective presentation and negotiation skills.
- Ability to articulate the value proposition, focus on selling business outcomes.
- Builds growth opportunities leveraging the account planning process; actively manages planning process through scheduled client reviews.

Desired Skills and experience:

- Ability to develop long-term strategic and executive level relationships
- Has over 2-5 years of experience in selling IT services .
- Proven experience of 2-4years in the field of Software Sales.
- Demonstrate skills in budgeting and financial management
- Excellent communication and interpersonal skills
- Hands on MS office excel, word etc.
- Strong decision-making skills

Education:

Any bachelor's degree, however, preference may be shown to candidates who hold professional Sales & Marketing certification or a Masters Degree.

Job Location: - Peeragarhi (Delhi)