**Job Description – Business Development Executive**

**Company:** **SREE CRAFT**

**Company Full Address:** No9, 3rd Floor, Sri Krishna Complex, Dodda Banaswadi Main Road, Annaiah Reddy Layout, Banaswadi, Bengaluru – 560 043, India

**Interview Location :** Interview at Office Location

**Position/Designation Offered:** 2 Vacancies / Business Development Executives

1 Senior BDE with 1.5yrs -2yrs exp & 1 Junior BDE with minimum 6months -1yr Exp

**Location:** Banaswadi, Bangalore

**Travel:** Need to travel in and around Bangalore Willing to travel intra-city and inter-city for specific projects if required ∙

**Experience:**

Minimum 6 months to 2 yrs. of Experience in managing complex sales cycle with B2B selling process.

Experience in Architecture, Interior Design firms or related fields will be an added advantage (Not mandatory)

**Role Responsibilities:**

Responsible for generating revenues by the acquisition of new clients and convert the leads into contracts

Duties include working closely with other company executives and management teams, meeting with potential business partners and maintaining existing client relationships and monitoring market trends to come up with new business ventures.

Will be responsible for business development efforts that generate leads, enhance brand visibility, and increase sales.

Responsible for data sourcing and management, sales meetings, sales proposals, sales conversion and client co-ordination

Will Gather market intelligence, including information on clients and competitors in the Workplace Market Sector, industry trends, future projects, etc.

Knowledge of the Workplace Market Sector in Bangalore as a whole including competitive positioning and strategy.

Knowledge about different marketing tools and should know how to utilize it effectively

Developing rapport with key decision makers

**Key Skills:**

Self-starter with excellent communication skills. Must have fluency in English

Persuasion Skills

Rapport building skills

Telephone Etiquette

Meeting Etiquette

Selling Skills

Negotiation Skills

Listening Skills

Questioning Skills

· **Academic Qualifications:**

Any Degree/ BBA/ MBA

**CTC Offered:** 2 Lakhs to 4.5Lakhs

**Additional: Commission / Special Incentives will be paid based on performance**