

Business Development Executive

Noida, Uttar Pradesh, India · 4 hours ago · 0 people clicked apply

₹15K/yr - ₹25K/yr

Remote

Full-time

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About the job

Skills:

Sales, Negotiation, Customer Relationship Management (CRM), Inside Sales, Telecommunications, Communication.

Company Overview

At Sudo24 Learning Private Limited, we are committed to empowering every learner with accessible and affordable skill development. Our mission is to unlock a world of opportunities, fostering growth and success for all. With a lean team of 50-100 employees, our headquarters are located in Noida, and we specialize in the Education industry.

For more information, visit our website at www.sudo24.online.

Job Overview

We are seeking a Business Development Executive to join our remote team, catering to locations in Lucknow, Delhi, Noida, Kanpur, Agra, and Faridabad. This position is ideal for freshers eager to delve into the education sector, offering a unique opportunity to develop crucial business skills while expanding our reach and impact. As a Business Development Executive, you will play a key role in driving sales and fostering relationships with clients to support our mission of skill development.

Qualifications And Skills

- Proficient in sales strategies with an ability to effectively promote services and close deals to meet company objectives. (Mandatory skill)
- Skilled in negotiation, ensuring mutually beneficial agreements and fostering long-term partnerships. (Mandatory skill)

- Experience using Customer Relationship Management (CRM) tools to track potential leads and maintain strong relations with clients. (Mandatory skill)
- Excellent communication skills are necessary for articulating ideas clearly and persuasively to diverse audiences.
- Strong interpersonal skills to manage professional relationships with prospective clients and internal teams.
- Analytical thinking to identify market trends and opportunities, suggesting effective methods to approach them.
- Self-motivated and proactive attitude to work independently and drive results in a remote working environment.
- Basic understanding of the education industry to effectively align client needs with our services and offerings.

Roles And Responsibilities

- Identify and pursue new business opportunities through market research and networking, expanding our clientele.
- Develop and maintain strong client relationships to enhance customer satisfaction and repeat business.
- Engage with potential clients via calls, emails, and meetings to explain service offerings and value propositions.
- Prepare and deliver presentations to communicate our services to prospective customers effectively.
- Collaborate with internal teams to ensure strategic alignment and support in achieving business goals.
- Provide ongoing support to clients, addressing inquiries and resolving issues promptly to maintain trust.
- Track and report on sales metrics, analyzing data to drive improvements and meet performance targets.
- Participate in regular training and development activities to enhance skills and stay updated with industry trends.