



<https://invoay.com/job/business-development-executive-fresher/>

Business Development Executive

Description

We are looking for a motivated and enthusiastic individual to join our team as a Business Development Executive. As a fresher in this role, you will have the opportunity to kickstart your career in software sales and contribute to the growth of Invoay Software.

As a Business Development Executive, you will be responsible for generating new business opportunities, building relationships with potential clients, and promoting our software products and solutions. You will work closely with the sales team and gain valuable experience in software sales.

Responsibilities

- Identify and prospect for potential clients through various channels, including cold calling, WhatsApp campaigns, and social media
- Conduct product demonstrations and presentations to potential clients
- Build and maintain relationships with prospective clients, addressing their needs and answering any inquiries
- Collaborate with the sales team to develop sales strategies and achieve revenue targets
- Maintain accurate and up-to-date records of client interactions in the CRM system
- Continuously stay updated on industry trends and product knowledge
- Provide feedback and suggestions for product improvement based on client interactions

Requirements:

- Bachelor's degree in business administration, marketing, or a related field (BBA/MBA preferred)
- Strong communication and interpersonal skills
- Ability to work independently as well as collaboratively in a team environment
- Positive attitude and a desire to learn and grow in the software sales field
- Excellent time management and organizational skills
- Familiarity with CRM software and sales tools is a plus

Qualifications

- Bachelor's degree in business administration, marketing, or a related field (MBA preferred)
- Freshers are encouraged to apply
- Strong communication and interpersonal skills
- Positive attitude and eagerness to learn
- Ability to work well in a team and independently
- Knowledge of software sales concepts and techniques is a plus

Job Benefits

Hiring organization

Invoay Software

Employment Type

Full-time

Industry

SaaS Software, Retail POS Software, Beauty and Wellness, Retail

Job Location

E 14, 2nd Floor Sector 3, 201301, Noida, Uttar Pradesh, India

Working Hours

9:30AM – 7 PM

Date posted

20 May 2023

- Competitive salary package
- Comprehensive training and mentoring to develop your skills in software sales
- Opportunities for career growth and advancement within the company
- Chance to work with a supportive and dynamic team
- Exposure to the fast-growing software industry

About Invoay Software

Invoay Software is a leading software company based in Noida, specializing in retail software solutions. We provide innovative and user-friendly solutions to businesses in various industries. Joining Invoay will offer you a great platform to kickstart your career in the software sales domain and be part of a dynamic and growing organization.

To apply for this position, please submit your resume and a cover letter detailing your interest in software sales and why you believe you are a good fit for this role.

Invoay Software is an equal-opportunity employer and welcomes candidates from all backgrounds. We thank all applicants for their interest; however, only those selected for an interview will be contacted.