



Circular Details

Job Title : Business Developer

Designation : Sales Agent

Experience : 1–3 Years (Experienced candidates preferred)

Age : 26 to 31

Salary Range : 40000

Vacancy : 4

Posted Date : 13-06-2025

Last Date to Apply : 22-06-2025

Job Description:

We are looking for a goal-driven and persuasive **Business Development Executive / Sales Closer** to join our team. The ideal candidate should have a proven track record in closing sales deals, strong communication skills, and the ability to build long-term client relationships in the IT services industry.

Key Responsibilities:

Identify potential clients through various channels (LinkedIn, freelance platforms, cold outreach, etc.).

Present company services and solutions to prospective clients in a clear and convincing manner.

Understand client requirements and provide customized proposals and quotations.

Follow up with leads, negotiate terms, and **close sales deals** effectively.

Achieve monthly and quarterly sales targets.

Maintain accurate records of sales activities, leads, and client communications.

Collaborate with project managers and technical teams to ensure client satisfaction post-sale.

Build and nurture strong, long-term client relationships.

Requirements:

Proven experience in sales closing or business development, preferably in the IT or software industry.

Strong negotiation and presentation skills.

Excellent verbal and written communication skills (English fluency is a must).

Familiarity with freelancing platforms (e.g., Upwork, Fiverr) is a plus.

Ability to work independently and as part of a team.

Bachelor's degree in Business, Marketing, or related field.

Nice to Have:

Experience in selling web development, digital marketing, or SaaS services.

Familiarity with CRM tools (HubSpot, Zoho, etc.).

Understanding of the software development lifecycle and client onboarding processes.