

Job Role: Business Development Executive
Location: Bangalore
Salary: 2.0LPA to 3.25 LPA
Duration: Full Time
Qualification: Any Degree
Year of Passout: 2021, 2022 and 2023

Job Responsibilities:

- Identifying profitable business opportunities
- Conducting extensive market research
- Creating actionable business strategies
- Nurturing relationships with clients
- Analysing market trends
- Tracking business performance
- Allocating and managing the company's resources
- Collaborate with internal team members from Marketing, E-commerce, Account Management and Customer Care teams on projects and issues.
- work with multi-channel communication tools like phone calls, chat, LinkedIn, email campaigns and CRM to qualify leads, discover the business needs, follow-up and facilitate deal closure.
- Email marketing and LinkedIn personalized messaging

Skills:

- Familiarity with Google Analytics
- Familiarity with digital marketing
- Familiarity with E-commerce tools
- Good Communication Skills
- Negotiation Skills
- Proficiency in MS Office (MS Excel and MS PowerPoint, in particular)
- Excellent time management skills and the ability to prioritize work
- Attention to detail and problem-solving skills
- Excellent written and verbal communication skills
- Strong organizational skills with the ability to multi-task



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