

Job Role: Business Development Trainee
Location: Hyderabad (Work from Home)
Salary: 2.5 LPA CTC
Duration: Full Time
Qualification: B. Sc / BE / B. Tech / M. Tech / Diploma in Computer Science or allied fields
Year of Passout: 2021, 2022 and 2023

Job Responsibilities:

- The business development executive (BDE) will 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
- Multi-channel prospecting including cold calling, LinkedIn, social media, email to secure appointments for online demonstrations of software products
- Communicate with senior executive and C-level decision makers
- Entrepreneurial sales and business development representative for an IT Services and IT consulting organization.
- The BDE will work for the US markets
- Follow-up with prospects to educate them on the iSpatialTec products and service offerings Co-ordinate and schedule software product demos tailored to customer needs and answer product questions during pre-sales meetings.
- Respond promptly to prospect/client questions, consult with customer services and delivery team and coordinate providing detailed technical explanations of product features and capabilities
- Coordinate with product/technical team to come up with estimates and technical information Initiate conversation and relationship building with relevant business and technical stakeholders
- Coordinate with delivery team to facilitate the free trials to prospect.

Skills:

- Working knowledge of office equipment, like printers and fax machines
- 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
- Submit and reconcile expense reports
- Provide general support to visitors
- Knowledge of office management systems and procedure

Interview Process:

- First Round: Written coding test focusing on Object-Oriented Programming concepts and logical problem-solving.
- Second Round: Hands-on coding test to evaluate practical coding skills and technical proficiency.
- Final Round: Face-to-face interview assessing technical knowledge, experience, and cultural fit



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