

Job Role: BDA
Location: Bangalore
Salary: ₹ 2.0 LPA during training period. ₹ 4LPA to ₹ 6 LPA after training period
Duration: Full Time
Qualification: Any Degree
Year of Graduation: 2021, 2022 and 2023

Job Responsibilities:

- Identify and research potential clients and business opportunities to expand our customer base.
- Actively prospect and generate leads through various channels, including online research, networking events, and referrals.
- Conduct market analysis and competitive research to identify trends, customer needs, and industry insights.
- Build and maintain strong relationships with key decision-makers and stakeholders in target companies.
- Collaborate with the sales and marketing teams to develop and implement effective strategies to achieve business objectives.
- Prepare and deliver compelling presentations and proposals to potential clients, showcasing our products/services and addressing their specific needs.
- Negotiate and close deals with clients, ensuring mutually beneficial agreements are reached.
- Monitor and track industry trends, competitor activities, and market developments to identify new opportunities for growth.
- Maintain a strong understanding of our products/services, market positioning, and competitive advantages.
- Provide regular reports and updates on business development activities, progress, and results to the management team.

Skills:

- Excellent communication and interpersonal skills, with the ability to build strong relationships and influence decision-makers.
- Strong analytical and research skills to identify market trends and customer needs.
- Self-motivated and results-oriented with the ability to work independently and as part of a team.
- Exceptional presentation and negotiation skills.
- Ability to handle multiple projects and prioritize tasks effectively.
- Proficient in using CRM software and other relevant tools.
- Knowledge of the industry and market trends in which the organization operates.
- Willingness to travel as required.