

**Job Role:** BDE  
**Location:** WFH  
**Salary:** ₹ 2.5 LPA  
**Duration:** Full Time  
**Qualification:** MBA with Marketing Specialization  
**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:**

- Excellent communication skills
- Learning kills, positive attitude
- Strong demonstrated work ethics
- Passionate and responsible

**Interview Process:**

**Day 1** – Introduction about the Company, Q&A (Communication level we check)

**Day 2** – Technical interview

**Day 3** – Project Manager Interview (Total Interview process will happen in Microsoft Teams)

**Other Benefits:**

- Every financial year candidate will get hike.
- WIFI Allowances
- Furniture allowances
- Long Term service bonus
- Project performance bonus
- ESIC & EPFO