

Business Development Associate/Sr. Associate

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| Qualification : | <ul style="list-style-type: none">• Graduate / Post Graduate(B.com/M.com)• Competency in Microsoft applications including Word, Excel, and Outlook• Knowledge of Tally software• Understanding of sales process and dynamics.• Excellent interpersonal skills, including the ability to quickly build rapport with customers.• Ability to work comfortably in a fast paced environment. |
| Experience: | <ul style="list-style-type: none">• Candidate should have 1 to 5 years of experience in Sales• Good customer care skills, written and verbal English• Accuracy and attention to detail• Good organizational skills• Good computer skills• Ability to work under pressure and to meet deadlines and targets• Good administrative skills• Must be Quick to learn• Be Proactive |
| KRAs: | <ul style="list-style-type: none">• To Build business through recognizing prospects and selling to them• To maintain relationships with the existing as well as new clients• Generate new leads by own effort and convert them into sale is most important.• Need to target major B2B/ direct customers/ builders/ real estate company/ channel partners.• Selling Tally ERP solutions.• Must be able to perform the job efficiently and achieve targets given by the company.• Should have good knowledge in negotiation, marketing skills, communication skills and sales strategies skills.• Should have basic knowledge about computers like preparing invoices, quotations, work orders, PPT for presentations, daily reports and excel. |
| Good to have : | <ul style="list-style-type: none">• Commerce background.• Knowledge to Tally. |
| Must have | <ul style="list-style-type: none">• Graduation in any stream• Own conveyance• Good written and verbal English skills• Laptop/Desktop |