

Position: Business Development Executive

Location: Noida

As a Business Development Executive, you are pivotal in driving sales support and ensuring operational efficiency within the software industry. Your role involves providing crucial assistance to the sales team, managing customer inquiries, and facilitating seamless coordination across internal departments to meet sales objectives.

Key Responsibilities:

- Collaborate with the sales team to generate leads, identify opportunities, and execute sales initiatives.
- Develop and implement sales and marketing campaigns with the support of the central marketing team.
- Assist in crafting sales presentations, proposals, and contracts for prospective clients.
- Responsively handle proactive and reactive leads through various communication channels.
- Maintain accurate records of leads, customer databases, and documentation.
- Conduct market research to gather insights on industry trends, competitor analysis, and customer needs.
- Monitor sales performance metrics, prepare reports, and offer insights to the sales team and management.
- Stay abreast of industry knowledge, developments, and emerging technologies to enhance sales support.

Requirements:

- Exceptional communication skills.
- Proven experience in sales support or related roles within the software industry.
- Strong organizational and multitasking abilities, with a focus on meeting deadlines.
- Excellent interpersonal skills for effective customer and internal team interaction.
- Proficiency in Microsoft Office Suite (Word, Excel, PowerPoint).
- Analytical mindset for data interpretation to support sales strategies.
- Familiarity with software industry dynamics and sales processes preferred.
- Minimum 3 years of experience in IT industry in Software Sales support from a midsize organization.
- Master's degree in Management/Business from a Tier 3 college.

Benefits:

At startelelogic, we are committed to recognizing, nurturing, and promoting internal talent, fostering enduring and mutually beneficial associations with our high-performing associates. Our dedicated programs empower associates to continually evolve based on their capabilities, performance, and career aspirations.