

Job Description – Business Development Executive

Location: - Mohali (Punjab) Near Chandigarh

Salary:- Best In Industry

Joining:- Immediate

Company Description

ADI Group has working companies across Business Intelligence, Information technology, Animation and Clinical Research Services, with its footprint across the globe. ADI since its inception, in 1999, has worked with SME and Fortune 500 companies across our wide service offerings. Currently having a presence in USA, UK, and France. We are proud of our organization culture along with our focused and hardworking team, which is solely responsible for making our journey full of appreciation and success. For more information about us please visit:

URL: www.adi-group.com

Educational Background:- BCA, B.Tech ,B.SC. Or any equivalent Engineering degree in Computer Science equivalent or formal qualification in Computer science and Technology.

Professional Experience: -

- Having total minimum 2-4 years of experience in online bidding and Sales.
- Must have demonstrated the ability to close minimum 5 large projects of size more than 10000 USD.
- Worked and co-ordinated with team of Tech leads, senior developers, and Solution Architectures in terms sales qualification of the Lead.

Desired Skill Sets:-

- Minimum 2-4 years of experience in online bidding on various portal like Freelance, Odesk, Elance, Guru, People Per Hour etc.
- Knowledge of Direct and online sales of web based/Mobile based software applications.
- Writing Proposal / Costing/ Negotiations/ prepare project schedules, review and check procedures and documentation and after sales services.
- Strong Zeal in achieving the desired sales targets.
- Strong Analytical, technical, Sales & Marketing fundamentals along with good sales negotiation skills.
- Excellent communication in English all Written and Spoken, having experience to deal with International clients.
- Should preferably be from a technical background (IT Industry), Knowledge of Popular Web Technologies used in Web Design & Web Application Development
- Should have a taken client calls for project brief or scope of work.
- Should have strong interpersonal skills with regards to International Market.
- Should be able to quick learner and possess excellent Presence of Mind.

Primary Roles & Responsibilities:-

- Lead generation, searching the new market strategy for International Market.
- Technically sound career groomed as a sales personnel with strong communication skills.
- Responsible for generating new business from online bidding portals, managing other sources, client requirements, client relationship channels and responding to RFI, RFP etc.
- Interact with clients for their Preliminary technical requirements.
- Proactively assesses, clarifies, and validates client needs on an ongoing basis.
- Work with the team to understand the needs of the client and respond accordingly to achieve their business goals.
- Devising new and innovative business development plans and strategies.

Production Team Support:-

- Co-ordinate with Production team for sales calls and Pre closures.
- Project Briefing to Production team and explain budget constraints
- Aligning the tough process of Client and Production prespective.
- Feedback review with Vertical Head and Business Analysts
- Estimation support and creation of templates for quotation development.
- Creation of Easy template for requirement gathering from product owners.

Secondary Responsibilities:-

- Trainings of Bidding Trainees
- Fundamental understanding of Sales related New technologies SPSS, R, Python, Hadoop for Big data products and projects and communicating its scope of business to Vertical Head.
- Constant Learning and suggesting better strategies and processes to improve Sales Funnel, Customer mapping and performance measurement of trainees.
- Creating understanding documents briefs of current projects and capability to convey the relevant experience to the prospected leads.
- Effort in customer retention and ability to cross sell across all domain would be a plus.