



# Job Title Business Development Executive

Location: Noida

## About Us:

Nuform Social is a new-age IT and Digital Marketing Company headquartered in Noida that specializes in creating innovative solutions for digital marketing and IT for your business with a focus on providing an incredibly satisfying experience. We offer a range of services, including marketing automation, application and software development, digital marketing, search engine optimization, social media marketing, search engine marketing, content marketing, mobile app development, email marketing, and corporate advertisement.

## Job Description:

Our growing company is in need of an experienced and resourceful Business Development Executive to develop and implement growth opportunities in existing and new markets. We're searching for professionals that have a solid track record of creating long-term value for organizations. First and foremost, we're looking for a leader who understands how to leverage real data and capitalize on business trends and opportunities.

We're looking for managers who are customer-obsessed and ready to solve the changing needs of our clients. Candidates should have strong communication and leadership skills, as well as the ability to manage a diverse team in an evolving industry landscape.

- 🎬 BDE is responsible for accelerating our presence in offline space by driving Reseller, affiliates On-boarding & servicing within an assigned geographical area.
- Research and identify new business opportunities - including new markets, growth areas, trends, customers, partnerships, products and services - or new ways of reaching existing markets
- Meet with customers/clients face to face or over the phone
- Foster and develop relationships with customers/clients

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- Think strategically - seeing the bigger picture and setting aims and objectives in order to develop and improve the business
- Work strategically - carrying out necessary planning in order to implement operational changes
- Build long-term relationships with new and existing customers.
- Develop entry level staff into valuable salespeople.
- Present sales, revenue reports to the management team on daily, weekly & monthly basis
- Responsible for achieving on-boarding targets, sales targets of team as well as individual.
- Account Management, Client relationship, Proposal Making & Sales Negotiation.

### **Skills and Requirements**

- Bachelor's degree or MBA
- 3+ years of experience in selling ITES services.
- Proven working experience as a business development or a relevant role



- Proven sales track record
- Experience in customer support is a plus
- Communication and negotiation skills
- Ability to build rapport
- Time management and planning skills
- Proficiency in English and Hindi language
- Willingness to travel extensively if and when required.