

Business Development Executive

Description

- Identifying and outreaching to key brands and partners to sell our creative solutions and media packages
- Responding to inbounds from brands & Creating and pitching proposals to brands
- Helping team in driving revenue for the company & Achieving monthly sales targets
- Responsible to identify and execute growth opportunities, driving collaboration
- Build a shared culture of innovation and execution excellence to drive business growth
- The position is expected to constantly leverage all of the insights from content, technology, sales marketing, and finance to develop strategies to stay ahead of client's expectations.

Responsibilities

- Contribute to Sales Strategy & Responsible for revenue
- Contacting potential clients to establish rapport and arrange meetings
- Planning and overseeing new marketing initiatives
- Researching organizations and individuals to find new opportunities
- Increasing the value of current customers while attracting new ones
- Finding and developing new markets and improving sales
- Attending conferences, meetings, and industry events
- Developing quotes and proposals for clients
- Training personnel and helping team members develop their skills

Skills

- 1-2 year's experience in pitching
- In-depth knowledge of Marketing and Sales
- Strong knowledge of B2B sales and agency

Employment Type

Full-time

Job Location

India

Remote work from: India

Experience

1 – 2 years

Education

Bachelor's degree or equivalent experience

Industry

Advertising & Marketing

Working Hours

9 Hours