

<https://digitalcovet.com/careers/business-development-sales-executive-freelancer/>

Business (Freelancer)

Development/Sales

Executive

Employment Type

Commission Based

Description

- Have a proven track record of selling digital services to leading brands and corporate brands
- Pitch business proposals to clients, negotiate and close sales
- Develop new business opportunities and establish business relationships with top advertising and marketing agencies
- Have a great understanding of digital services and how they can benefit clients
- Be experienced in all stages of the sales process from lead generation to conversion
- Be a motivated and focused individual with great interpersonal skills
- Win new business and achieve agreed revenue and margin targets
- Keep up-to-date and maintain a strong knowledge of all things digital.

Responsibilities

- Develop and execute sales strategies, tactics, plans, processes, systems, and programs
- Track record of personally closing complex deals end-to-end.
- Oversee the sales process to attract new clients
- Work with team members to identify and manage risks
- Maintain fruitful relationships with clients and address their needs effectively
- Prepare and deliver pitches to potential customers/clients
- Foster a collaborative environment within the organization

Job Benefits

- Performance bonus
- Flexible work time

Job Location

Remote work from: India

Experience

2 – 3 Years

Education

Bachelor's degree or equivalent experience

Industry

Advertising & Marketing

Working Hours

Flexible

Date posted

23/04/2022