



Business Development Executive

General:

- Business Development Executive
- Any Graduation
- Postgraduate in Marketing, MBA, etc. would be additional but not must
- Excellent in English (written and verbal) on professional level
- Work experience as Business Development Executive preferable in the SAP field, Oracle, other ERPs (Consulting Services, BI, cloud or hosting services), Microsoft Dynamics: 3 to 4 years
- Capable to work / interact with international team members
- Willingness to travel (mainly within India)

Core activity:

- Marketing and Sales for our SAP and SAP on Cloud services
- Locate and contact potential clients over phone, email etc.
- Generating leads from different sources like customer lists, etc.
- Developing new business through networking and cold calling
- Understanding customer specific business needs and applying product knowledge to meet those needs
- Ensuring quality of service by developing a thorough and detailed knowledge of technical specifications
- Learning about how products and services work
- Follow-up with existing and prospective customers
- Preparing and delivering customer presentations and demonstrations of our services, articulately and confidently
- Support Senior Business Development Manager
- Writing and designing sales literature
- Update know how of constantly changing software, hardware systems and peripherals

Additional / possible Activities:

- Participate on events, networking platforms etc.

Skills / Background:

- Good experience in sales in SAP field or other ERP field (cold calling, lead generating, client interaction etc.) if possible, at MNC would be preferred
- Experience in Cloud / SAP on Cloud services would be preferred
- Trustworthy and loyal personality
- Excellent communication skills, both in written and verbal
- Good presentation skills
- Good Team player
- Excellent negotiation skills
- Knowledge of the SAP Market needed
- General SAP and technical IT know how and understanding would be preferred
- Good Knowledge of Microsoft Office products (Outlook, Word, Excel, PowerPoint, Project)

HR/Feb 2019