



1. **Job Position:** Business Development Executive (B.E, MCA, MBA Marketing and IT Specialization)  
**Location:** Kolhapur  
**Experience:** 2 +  
**Position:** 2

### **Responsibilities**

- ✓ Conducting extensive research of schools and colleges through the internet.
- ✓ Initial communication with a prospect to uncover needs (via phone, mail, etc.) and also set up in person meeting.
- ✓ Generate leads by meeting principal and administrators of the institutions
- ✓ Responsible for taking follow ups on leads and referrals resulting from the daily field activity
- ✓ Achieve and exceed monthly, quarterly and annual targets
- ✓ Responsible for products/services positioning, evaluating customer's requirements and offering custom configured demos for better value propositioning and showcasing relevant functionalities
- ✓ Mapping initial clients requirements and finalizing the scope of work with the client and technical team
- ✓ Taking care of the clients until the proper implementation of WEBDESK ERP

### **Requirements**

- ✓ Any graduation or Masters in Business Administration (Sales & Marketing and IT Domain)
- ✓ Specific work experience in College/School Software Sales is desirable
- ✓ Should have Knowledge of education domain, all the process of schools and college should be known
- ✓ Must have previous experience in dealing with educational institutions through product or services.
- ✓ Must have strong and influential connections in the Education Industry.
- ✓ Willingness and ability to travel all over the assigned territory

### **What we are looking for:**

- ✓ Must have strong verbal and written communications skills
- ✓ Strong negotiation skills, closing skills and diligent follow up skills
- ✓ Excellent demonstration and presentation skills with top notch customer service approach
- ✓ Technical knowledge and software background would be preferred