



Job Title: Business Development Executive (Freshers)

Company: Corporate Intellect Solutions

Location: Remote

About Corporate Intellect Solutions:

Corporate Intellect Solutions is a leading provider of innovative business solutions specializing in IT software and Business Automation with presence in USA, UAE, Canada, Australia, Africa. We leverage cutting-edge technologies and industry expertise to help businesses achieve their goals and stay ahead in today's competitive market.

Job Description:

As a Business Development Executive at Corporate Intellect Solutions, you will play a pivotal role in driving the growth and expansion of our business. This is an exciting opportunity for freshers who are passionate about sales, marketing, and building strong client relationships.

Responsibilities:

- **Prospecting and Lead Generation:** Identify and research potential clients, industries, and market segments to generate new business opportunities.
- **Client Engagement:** Reach out to prospective clients via calls, emails, and meetings to understand their needs, present our services, and build rapport.
- **Proposal Preparation:** Collaborate with internal teams to develop tailored proposals and presentations that effectively communicate our solutions and value proposition. ➤ **Negotiation and Closing:** Lead negotiations, address client concerns, and work towards closing deals to achieve sales targets.
- **Relationship Management:** Cultivate strong, long-term relationships with clients, ensuring high levels of satisfaction and retention.
- **Market Research:** Stay updated on industry trends, market dynamics, and competitor activities to identify new business opportunities and market trends.

Requirements:

- **Educational Qualification:** Bachelor's degree in Business Administration, Marketing, or related field.
- **Excellent Communication Skills:** Strong verbal and written communication skills with the ability to articulate ideas clearly and effectively.

- Sales Aptitude: Passion for sales, with a natural ability to persuade, negotiate, and close deals.
- Self-Motivated: Proactive, self-starter with the ability to work independently and as part of a team.
- Adaptability: Ability to thrive in a fast-paced, dynamic environment and adapt to changing priorities.
- Tech-Savvy: Basic understanding of business software and tools, including CRM systems, Microsoft Office Suite, etc.

Benefits:

- Competitive salary package with performance-based incentives.
- Comprehensive training and development programs to enhance your skills and knowledge.
- Opportunities for career growth and advancement within the organization.
- A dynamic and supportive work environment with a focus on teamwork and collaboration.