

## Business Development - BD Executive

We are looking for a **BD Executive** to join our team. He/She must be pretty organized & communicative by nature.

### Why work here?

At Being Digitalz, we promise to share the value of our experience. To keep pace with advances in digital customer experience, you need a partner who knows the landscape inside out. Someone who knows where they can deliver value and is honest enough to tell you where they can't.

We specialize in understanding where your customers are, what they're doing and why they're doing it. This means we can optimise your online marketing properties and work with you to enhance your customers' experience while delivering improved brand visibility in the right time, right place and in the right way.

We'll help in attracting new, relevant customers and delivering measurable and increased performance.

### Responsibilities and Key Accountabilities

- Devise and execute a successful business development strategy in line with the Company's plans
- Creation of Lead Generation sources
- Lead Generation from different sources & building sales pipeline
- Attending the leads, explaining them services and fixing up f2f meetings
- Win new business and achieve agreed revenue and margin targets
- Generate high quality leads that result in winning new projects and accounts
- Keeping a constant tab on In-house marketing activities
- Execution of our Marketing activities
- Develop new business relationships with top advertising and marketing agencies in India
- Pitch business proposals to clients, negotiate and close sales
- Successfully manage the sales process from lead generation to conversion
- Attend appropriate events and conferences, acting as the perfect agency ambassador while networking
- Travel as required

### Education Required:

- The knowledge, skills and abilities typically acquired through the completion of a bachelor's degree program or equivalent degree in a field of study related to the job.

### Years of Relevant Work Experience: 6 Months – 1 Year

## Knowledge, Skills, Abilities and Competencies:

- Good Communication & Interpersonal Skills - Verbal & Written
- High Energy Level
- Willingness to learn
- Quick learner
- Negotiation Power
- Result and Target Oriented Approach
- Interest/Experience in IT sales and Business Development
- Punctuality and quick response
- Basic knowledge of "Digital Marketing" industry
- Prior sales & marketing experience would be a plus

**\*If you are interested, please email your resume at [hr@beingdigitalz.com](mailto:hr@beingdigitalz.com)**