

MAGNIOUS SOLUTIONS PVT LTD

Recruitment Opportunity – 2016 Batch

Website : www.magnious.com

Position : Business Development Executive (Sales)

Eligibility Criteria : **B.TECH (ALL)**

Package : **3.5 LPA**

Job Description :

- Confirms project requirements by studying user requirements; conferring with others on project team.
- Candidates with Excellent Communication Skill, Presentation skill and Sales Skill □ Preparation and submission of proposal
- Negotiate proposal with client
- Responsible for dealing with International Clients
- Willing to work as per geographic
- Should have good selling attitude, result oriented & able to work independently
- Will be responsible for generating business and growing revenue
- Proven track record in Mobile Apps client acquisition / business development
- The candidate must have knowledge and understanding of Mobile Application Development to perform initial analysis, make estimates and communicate with clients in international Market

Responsibilities :

- Revenue generation and strategic partnerships development and management
- Win early customers with limited support
- Prospect and develop new clients
- Manage overall relationship between Digital Pugs Media and client by taking on the role of Client Partner
- Carry out marketing research, do sales forecasting, promotional planning and brand promotion.
- Track against targets and budget.
- Meet the profitability revenue goals, grow the market share, and provide customer satisfaction.
- Send regular updates to the management and actively participate in the decision making process.
- Established contacts and relationships with potential customers.

- Possess superior client facing skills; strong ability to understand customer problem and needs and relate the same with solutions

Employee Benefits :

- Opportunity of fast track career growth
- Free transportation from Company Side
- 5 Days Working
- Regular Training & Development programs
- Performance Appraisal – in Every 6 Month
- Salary Package: Best in the Industry
- Attractive Incentives on target achieve

How to Apply?

- **If you are eligible & interested for the above mentioned job profile, Kindly apply on the Link below Latest by 28th July 4:00 PM.**

https://docs.google.com/forms/d/e/1FAIpQLSfLDU4Wy7gQ7QnG9OBLV1f4GS8FOWLgaTcQ-0kxeyBHHCUVaw/viewform?c=0&w=1&usp=mail_form_link

My Best Wishes

Prof. (Dr.) Ajay Rana

Director - ATPC