https://www.delighterp.com/careers/business-development-executive-job/

Business Development Executive

Hiring organization
Delight ERP

Position
02

Employment Type
Full-time, Intern

Job Location
RK House, 1 Ram Vihar Society, Near Backbone Medicity, B/H Twin Star, Nana Mava Chowk, 150 Feet Ring Road, 360005, Rajkot, Gujarat, India

Experience
1 – 4 years

Working Hours
8.5

Date posted
16th October 2026

Valid through
25.02.2025

Base Salary
₹ 180000 - ₹ 500000

Description

If you are looking for a Business Development Executive job in Rajkot (Gujarat), then don't search ahead because you have a golden chance to show your talent with us. We are looking employee who is capable of generating leads and bringing more sales to the company.

If you want to make your future bright then apply here as a Business Development Executive job.

Responsibilities

- Research & Verification work through internet, email, calling, bidding.
- Build contacts with potential clients to create new business opportunities.
- Providing brief introduction about the organization to the client and convince for business.
- Maintaining relationship with all potential and existing clients.
- Data reporting to management.
- Keep prospective client database updated.
- Lead Generation.
- Cold Calling.
- Understand Project Requirements.
- Work with the project lead and provide work quotations, Cost Estimates, and Timeline Estimation.
- Convert prospects into clients and close the deals.
  Excellent English Communication Skills and Written Skills, Familiar with all Freelancing social sites, Lead Generating from various source.
- Need to get work from bidding portal to create a bid and get response from client.
- Able to do client level meeting and also able to handle client call by company provided SIM Card
- Able to do independent demo of software product

Skills

- Strong communication and IT fluency
- Creative talents and the ability to solve tough problems
- Excellent time management and organisation
- Hunger to achieve Monthly Target
- Self-Motivated & Goal Oriented.
- Having a knowledge of bidding portal.
- Must have excellent spoken & written communication skills in English
- People looking for corporate exposure are encouraged to apply
- Ability to work independently and under pressure
- Ready to take challenges
- Own Conveyance (Bike)
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