

Business Development Executive	
Job Reference Code	CBS/BDE-G13/07
Company Name	Capital Business Systems Pvt. Ltd.
Total Requirement	5
Position	Business Development Executive
Department	Sales
Location	Peeragarhi
Roles & Responsibilities	<ul style="list-style-type: none"> • Lead and acquire new sales across targeted segments /Solution. • Interacting with client for business forecasting. • Sourcing new digitization vendors and negotiation. • Verbal and Email communication with client • Effective Account Management and Customer Relationship - establishing a cordial relationship with the clients to ensure maximum customer satisfaction and repeat purchases upgrades of DMS. • Competition Analysis by keeping abreast of Market Trends & achieving market share metrics. • Regular visit to client to understand operational issues. • Maintaining daily, weekly and monthly reports and sharing with manager.
Mandatory Skills	<ul style="list-style-type: none"> • Ability to develop long-term strategic and executive level relationships • Demonstrate skills in budgeting and financial management • Excellent communication and interpersonal skills • Effective presentation and negotiation skills. • Proactive Approach • Hands on MS office excel, word & PPT etc. • Strong decision-making skills
Qualification	MBA (Sales)