



Job posted on: 31-3-2021

Business Development Executive US SHIFT Timing

I2 Software solutions are looking for Business development Executive willing to work in night shift.

Position: Business Development Executive

Exp: 0-5 yrs

Location: Coimbatore

Package: Best in Industry

Shift: US shift timing - Rotational

During COVID Times Optional To Work from Home

Skill Set: Excellent communication in oral and written.

Roles and responsibilities:

- Need to find Doctor's for Medical coding.
- Oversee the sales process to attract new clients.
- Work with senior team members to identify and manage risks.
- Maintain fruitful relationships with clients and address their needs effectively.
- Research and identify new market opportunities.
- Prepare and deliver pitches to potential investors.
- Foster a collaborative environment within the organization.
- Develop a growth strategy focused both on financial gain and customer satisfaction.
- Conduct research to identify new markets and customer needs.
- Arrange business meetings with prospective clients.
- Promote the company's products/services addressing or predicting clients' objectives.
- Prepare sales contracts ensuring adherence to law-established rules and guidelines.
- Keep records of sales, revenue, invoices etc.
- Provide trustworthy feedback and after-sales support.
- Build long-term relationships with new and existing customers.
- Develop entry level staff into valuable salespeople.

Interested candidates can send their resume to hr1@i2softwaretechsolutions.com

Or connect to Gowtham +91 74488 99871 for future reference.