

## Job Description

**Job Title:** Sr. Business Development Executive

**Location:** Mangalore, Karnataka

**Overview:** We are looking for a highly motivated and experienced Sr. Business Development Executive to drive business growth across multiple technology domains, including IT solutions, cloud computing (AWS & ERP), AI/ML innovations, financial technology solutions and other services. This role is ideal for someone with a strategic mindset, strong client engagement skills, and a passion for expanding business opportunities. The candidate will be responsible for identifying new markets, building relationships, and developing tailored solutions to meet client needs across IT, Cloud, AI/ML, Financial Solutions and other services.

### **Key Responsibilities:**

#### **1. Business Growth, Lead Generation & Client Engagement:**

- Identify and develop new business opportunities across IT, Cloud (AWS & ERP), AI/ML, Financial Solutions and other services.
- Generate leads through market research, networking, and outreach strategies.
- Build and maintain strong relationships with potential and existing clients, understanding their unique challenges and goals.
- Collaborate with internal teams to customize solutions that align with client requirements.
- Conduct industry research to identify trends, competition, and growth opportunities.
- Represent the company at networking events, client meetings, and industry conferences.

#### **2. Sales Strategy & Presentation:**

- Develop and deliver compelling presentations showcasing IT, Cloud, AI/ML, Financial Solutions and other services.
- Effectively communicate complex technology solutions to diverse audiences.
- Create detailed sales proposals, business plans, and strategic roadmaps for client acquisition.
- Ensure consistency in branding and messaging across all sales and marketing materials.
- Take a proactive approach in sales efforts, working towards revenue growth and conversion of leads into long-term clients.

#### **3. Metrics & Reporting:**

- Track and report key performance indicators (KPIs) related to business development activities.
- Provide regular updates on market trends, client engagement, and sales performance.
- Work closely with management to refine business strategies and meet sales targets.

### **Required Qualifications:**

- Bachelor's degree in Business, Marketing, IT, or a related field.
- 5+ years of experience in business development and sales role.
- Proficiency in Microsoft PowerPoint, CRM tools, and sales reporting software.
- Excellent written and verbal communication skills.
- Strong negotiation, presentation, and relationship-building skills.

**Desired Skills:**

- Experience in IT, cloud computing, AI/ML, or financial solutions is highly preferred.
- Ability to work in a fast-paced, dynamic environment.
- Willingness to travel for client meetings, presentations, and industry events.
- Data-driven mindset with a strategic approach to business development.
- Strong problem-solving and analytical skills.

**Preferred Experience:**

- Prior experience in IT, cloud solutions (AWS & ERP), AI/ML, or financial technology is an advantage.
- Proven track record in B2B sales and strategic partnerships.