

# Business Development Executive - JOB DESCRIPTION

## OVERVIEW

Milearth Softech is into development of Web Applications and Native Mobile Applications. The Web Developer will contribute alongside the Web & Mobile app development team for Front-End Development and Backend Development. If needed, collaborate with Android & iOS Developers to design back-end architecture and planning while driving the back-end execution. The appropriate candidate who meets below requirements will join a talented team of developers working on a product getting build on **Web, Android & iOS** platforms. New team members are expected to work with fellow developers for product development and enhancement with proficiency in below mentioned:

## SKILLS

1. Relationship building
2. Communication and Collaboration Skills
3. Negotiation Skills
4. Research & Strategic Skills
5. Analyse the competitive environment
6. Computer & Smartphone Literacy
7. Project Management Skills
8. Business Intelligence
9. Business Development Skills
10. Selling

## CANDIDATE SHOULD HAVE EXPERIENCE/KNOWLEDGE OF

1. B2B sales involve selling products or services from one business to another. This is a typical avenue for graduates.
2. Presenting the product or service favorably and in a structured professional way face-to-face.
3. B2C sales involve direct selling to the consumer or end user. Typical activities for sales executives generally include the below following points.
4. Maintaining and developing relationships with existing customers in person and via telephone calls and emails;
5. Responding to incoming email and phone enquiries;
6. Acting as a contact between a company and its existing and potential markets;
7. Negotiating the terms of an agreement and closing sales;
8. Gathering market and customer information;
9. Representing their company at trade exhibitions, events and demonstrations;
10. Creating detailed proposal documents, often as part of a formal bidding process which is largely dictated by the prospective customer;
11. Recording sales and order information and sending copies to the sales office, or entering figures into a computer system;
12. Reviewing your own sales performance, aiming to meet or exceed targets.
13. Gaining a clear understanding of customers' businesses and requirements.
14. Making accurate, rapid cost calculations and providing customers with quotations.