

## Business Development Representative (Lahore)

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Company: Shibli Global Network

Location: Lahore

Category: other-general

Employer: Shibli Global Network

Salary: Rs.30000-100000

Industry: Business Development

Location: Lahore We are seeking a talented and motivated Business Development Executive/Bidder to join our team. As a Business Development Executive/Bidder, you will be responsible for identifying new business opportunities, managing the proposal process, and closing deals. You will play a critical role in driving revenue growth and expanding our client base.

Responsibilities:

Qualify leads from marketing campaigns as sales opportunities.

Contact potential clients through cold calls and emails.

Present our company to potential clients.

Identify client needs and suggest appropriate products/services.

Customize product solutions to increase customer satisfaction.

Proactively seek new business opportunities in the market.

Set up meetings or calls between (prospective) clients and Account Executives.

Report to the Marketing Manager on (weekly/monthly/quarterly) sales results.

Stay up-to-date with new products/services and new pricing/payment plans.

Research and identify potential clients in target markets

Develop and execute outreach strategies to generate new business leads

Qualify leads and set up meetings with potential clients

Collaborate with the sales team to create and deliver compelling sales pitches and proposals

Maintain accurate records of sales activities and customer interactions in CRM

Continuously learn about the company's products and services to effectively communicate their value to potential clients

Identify and pursue new business opportunities through lead generation, cold-calling, and networking

Develop and maintain relationships with potential clients to understand their needs and propose solutions

Manage the proposal process, including writing proposals, responding to RFPs, and preparing presentations

Collaborate with internal teams, including sales, marketing, and delivery teams, to develop winning proposals

Negotiate and close deals to achieve revenue targets

Monitor market trends, identify opportunities for growth, and make recommendations to management

Qualifications:

Past call center experience.

Strong problem-solving and critical-thinking skills

Ability to work independently and in a team environment

Knowledge of CRM software and sales automation tools

Experience in B2B outreach.

Experience in cold calling.

Proven track record of success in business development, sales, or bidding

Excellent communication and negotiation skills

Strong writing and proposal development skills

Ability to manage multiple projects simultaneously and meet deadlines

Knowledge of sales and business development best practices

Bachelor's degree in business, marketing, or related field preferred

Able to work in night shift (8 PM-5 AM)

FacebookTwitterEmailWhatsApp

( Apply at:shibliglobalnetwork@gmail.com)#J-18808-Ljbffr

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