

## Online Business Development Specialist

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Company: IT Republican

Location: Karachi

Category: other-general

### Online Business Development Specialist

IT Republican, Pakistan Responsible for acquiring business through different channels (Guru, Elance, PPH, UpWork, Freelancer, etc.) for web design and development

Perform pre-sales and post sales activities related to web design/development projects, requirements gathering, and/or project coordination

Bidding on website design and development related projects such as Guru, Elance, PPH, Odesk, Freelancer, etc.

Writing proposals and customizing each proposal based on the nature of the project.

Market Company's web services to a wide range of prospects.

Understand prospects work problems; propose technical solutions to those problems by coordinating with technical team and submitting relevant service proposals.

Follow-up with prospects by phone, email, and Instant Messengers to answer any additional questions and eventually convert them into customers.

Maintain close contact with all assigned customers; ensure high level of customer satisfaction.

Effectively follow company's defined processes for sales, service delivery, and payments.

Coordinate with various team members and departments to ensure effective delivery of company services.

Achieve, daily, weekly, and monthly sales revenue targets.

Maintain customer correspondence and records effectively.

Negotiating the terms of an agreement and closing sales.

Reviewing your own sales performance, aiming to meet or exceed targets

You may also be involved with identifying new markets and business opportunities.

Job SpecificationExcellent verbal communication and comprehension.

Excellent team player.

Ability and desire to sell.

Self-motivated individual having aptitude of sales & marketing and who can bring new.

Ideas/channels for revenue generation.

Responsible individual who is client-centric and can provide timely responses, follow-ups and willing to go beyond the expectations of the company and client.

Information Technology and Services - Karachi, Pakistan

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