

Senior Business Developer

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Company: Irsolutions

Location: Islamabad

Category: other-general

We are seeking a dynamic and self-motivated Business Developer to join our team. The ideal candidate will have at least 1 or more years of experience in business development, with a proven track record of generating leads and successfully closing deals. As a Business Developer, you will be responsible for identifying new business opportunities, communicating effectively with clients, and driving growth for our company.

Job RequirementKey Responsibilities:

Identify and cultivate new business opportunities through various channels, including cold calling, networking events, and online platforms.

Communicate effectively with clients to understand their needs and requirements, and propose appropriate solutions.

Utilize freelancing platforms such as Upwork, Fiverr, Freelancer, etc., to bid on projects and generate leads.

Develop and maintain strong relationships with existing clients, ensuring high levels of client satisfaction and retention.

Collaborate with internal teams to develop customized proposals and presentations for prospective clients.

Stay updated on industry trends, market conditions, and competitor activities to identify new business opportunities.

Meet and exceed sales targets and goals set by the management team.

Qualifications:

Bachelor's degree in Business Administration, Marketing, or related field.

1 or more years of experience in business development, sales, or a related field.

Proven track record of successfully generating leads and closing deals.

Excellent communication and interpersonal skills, with the ability to build rapport and trust with clients.

Experience in bidding and generating leads from freelancing platforms such as Upwork, Fiverr, Freelancer, etc.

Strong negotiation and persuasion skills.

Ability to work independently and as part of a team in a fast-paced environment.

Proficiency in Microsoft Office Suite and CRM software.

Results-oriented mindset with a focus on achieving sales targets and goals.

Benefits:

Medical Claims:Covers expenses with valid documentation except for cosmetics and elective treatments.

Annual Paid Leaves:Available according to Ranks, except during internship/probation. It can be used for personal or medical needs.

Yearly Bonus:Offered based on performance to all teammates in contract.

Leave Encashment:Unused annual paid leaves can be converted to cash in December.

Remote Working Days:Provided based on Ranks, not applicable during probation/internship.

Acceptance is subject to company discretion.

Gratuity:Eligible after completing 3 years of service. Payable upon leaving, with exceptions for termination/violations.

Loan Policy:Interest-free loans are available to contracted teammates, excluding interns/probationers.#J-18808-Ljbffr

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