

Social Media / tele sales - Female

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Company: Info Resume Edge

Location: Islamabad

Category: business-and-financial-operations

Responsibilities:

Presales Engagement Engage prospective clients by effectively communicating our company's strengths and capabilities. This involves meeting with clients, conducting presentations, and fostering relationships to understand their needs.

Proposal Development: Craft and deliver compelling proposals tailored to each client's requirements. This includes writing proposals, attending business meetings, and maintaining a professional appearance and demeanor.

Prototype Demonstration: Develop prototypes of products or services based on client interests and requirements. Conduct project demos to showcase the proposed solutions and secure client approval.

Contract Negotiation: Act as a liaison between the client and our company during contract negotiations. Collaborate with internal design and technical teams to finalize terms, rates, and durations, ensuring a mutually beneficial agreement.

Transition to Business Analysis Upon securing a deal, transition seamlessly into the role of a Business Analyst. Collaborate with clients to gather comprehensive business requirements and translate them into actionable plans.

Sales Skills: Proficiency in negotiating terms and pricing to reach mutually beneficial agreements. Ability to close deals and convert leads into sales effectively.

Customer Relationship Management: Developing and maintaining strong relationships with customers, understanding their needs, and providing excellent customer service. Managing and growing existing client accounts by identifying upsell and cross-sell opportunities.

Requirement Documentation: Document user requirements and draft detailed System Requirement Specifications (SRS) based on client input. Facilitate sign-offs from clients to ensure alignment with project objectives.

Technical Collaboration: Work closely with technical architects to translate user requirements into high-level and low-level design documents. Ensure that technical solutions align with business needs and objectives.

Change Management: Manage change requests effectively, documenting and processing any new requirements accordingly. Educate clients on the impact of changes on project timelines and costs.

Project Support: Provide ongoing support to the project team throughout the development lifecycle. Collaborate with developers and testers to ensure that solutions meet client expectations and are deployed successfully in production.

Qualifications:

Bachelors degree in business administration, Computer Science, or related field.

Proven experience in sales, business analysis, or a related field.

Strong communication and presentation skills, with the ability to engage clients at all levels.

Proficiency in English; additional language skills preferred.

Demonstrated ability to manage multiple projects and stakeholders simultaneously.

Knowledge of project management methodologies and tools is a plus.

Join our team and take on this exciting opportunity to drive business growth while delivering innovative solutions to our clients.

Cross References and Citations:

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