



JOB TITLE: (JOB CODE: KHUDEMLED)
BDM TEAM LEAD – (Minimum 5 Positions)

JOB DESCRIPTION:

1. MUST-Good communication skills speaking, reading, listening & writing in English, Hindi and Regional Language like Telugu, Marathi etc.)
2. Should be Digitally literate – able to use digital gadgets and tools / apps like Tablets, WhatsApp, MS Office, Outlook etc.
3. Should be presentable, humble and take up door to door sales with guidance of the Regional Manager
4. Should possess the fire in the belly to do and meet weekly, monthly and quarterly SALES Targets
5. Identifies business opportunities by identifying prospects and evaluating their position in the industry; researching and analyzing sales options.
6. Sale KhudraSoft products and services by establishing contact and developing relationships with potential customers; recommending solutions.
7. Maintains relationships with clients by providing support, information, and guidance; researching and recommending new opportunities; recommending profit and service improvements.
8. Identifies product improvements or new products by remaining current on industry trends, market activities, and competitors.
9. Prepares reports by collecting, analyzing, and summarizing information.
10. Maintains quality service by establishing and enforcing organization standards.
11. Maintains professional and technical knowledge by attending educational workshops; reviewing professional publications; establishing personal networks; benchmarking state-of-the-art practices; participating in professional societies.
12. Contributes to team effort by accomplishing related results as needed.
13. Minimum 2+ years in selling Products and Services in IT solutions on Cloud, Mobile and Web
14. Should possess fire to continually improve himself / herself

ROLES & RESPONSILITIES:

- Customer Facing - Be the face of the KhudraSoft brand in front of the customer
- Build and Manage Sales Team – Build Sales Team, Delegate and Deliver Sales Target with Team
- Prospecting - bring leads to the company through use of multiple procedures like cold calling, door to door marketing, generating enquiries, handling enquiries and other such sales tactics so that they continually bring good leads for the company.
- Negotiation and Closing the Deals - should know basic tricks of negotiation tactics, the best ways of prospecting and converting the potential leads to a customer
- Database management - maintain a database which lists which helps KhudraSoft in better converting leads to prospects and prospects to customers.
- Building the pipeline - Build pipeline of potential clients and break down the pipeline into hot, warm and cold customers based on customers who are very interested, who are somewhat interested and who are not interested respectively.
- Handling complaints - Handle all Primary Customer Complaints.
- Self-Management - This is a very tangible element for this role. He / She should know the in and out of the product(s) and Services provided by KhudraSoft. At the same time, grooming himself / herself, improving communications and having discipline are things which are expected from this role as a part to manage himself / herself. These things will have a direct impact on the performance and hence the appraisal of the sales executive.
- Relationship management - As SALES, the relation with the client do not end once the product is sold. In fact, even after selling the product, he / she should be in touch with the end customer and maintain the strong bonds with the customer. This is one of the core values of KhudraSoft.



QUALIFICATION:

Anyone who can SALE 😊.

MUST have the fire in the belly!

HSC / Diploma / Degree / Masters (with Good communication in English, Regional Languages like Hindi, Urdu, Telugu, Marathi etc.

SALARY RANGE:

1. As per industry standard. Open for right and deserving candidate(s)
2. Base salary rate commensurate with experience plus annualized bonus potential.
3. Additional benefits include options such as Medical/Dental/Life Insurance and a full complement of personal and professional benefits.

NOTE:

1. Opportunity to work in a challenging but cohesive work culture and caring client environment
2. During Interview Hands On / In Market SALES demonstration is a must
3. Immediate joiners are preferred.
4. Candidates looking for contract basis can also apply
5. Notice period buyout option for right candidates.

CONFIDENTIAL