

## Business Development Executive (BDE)

### Description

We are looking for Business Development Executive (BDE) to generate leads from UAE, US and Australia market through Email Campaigns, Cold Calls, SEO and other platforms like Facebook, Instagram, LinkedIn and other Social Network sites.

Their primary responsibility is to generate leads, and closing them in coordination with technical and operations team. They should support our Dubai marketing team to generate fruitful leads.

### Responsibilities and Duties

- Must be able to Independently manage and build a database, also prospect through a structured process of contact over Email, Social Media, LinkedIn, Phone Calls etc.
- Build and drive business models capable of identifying and generating new business and Qualify potential deals defined by sales heads.
- Identify new markets and generate leads online
- Close new business deals by coordinating with internal team to asses client requirement

### Required Experience and Qualifications

- Should have 1 year experience working with an IT Service oriented company (Mandatory)
- Willing to work on shift basis according to US or UAE timing (Mandatory)
- Should have knowledge in Lead generation, Lead Nurturing and the closures.
- Should be able to establish an effective presence on social media sites and generate leads
- Experience in marketing mobile and web app services will be an added advantage
- Should have excellent verbal and written communications skills.
- Should possess a positive attitude and be a quick learner

### Benefits

Salary + Sales Commission

### Experience:

Business Development: 1 year (Required)

IT Oriented Company: 1 year (Required)

### Shifts:

Evening (Required)

Graveyard (Required)

Morning (Required)

### Date posted

September 13, 2019

### Valid through

December 21, 2019

### Hiring organization

GALTech Technologies Pvt. Ltd |  
Software Company India | Dubai

### Job Location

Infopark Thrissur Campus, 680308,  
Thrissur, Kerala, India

### Employment Type

Fulltime

### Skills

Marketing, Social Media  
Marketing, Search Engine  
Optimization, Business  
Development, Business Analysis

### Base Salary

INR 18000 - INR 35000

### Industry

Software Development