

<https://www.galtech.org/job/business-development-executives>

## Business Development Executives

### Description

We are looking for Business Development Executive (BDE) to generate leads from Gulf Countries, US and Australian markets 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.

Must have experience working with IT/ITeS organizations

### Duties & Responsibilities:

Cold Call prospects that are generated fruitful leads.

Develop sales opportunities by researching and identifying potential online medias.

Maintain and expand the company's database and use CRM.

Ensure follow-up by passing leads to appropriate team.

Make outbound follow-up calls to existing clients via telephone and email cross-sell and up-sell.

Qualify potential deals defined by sales heads.

ONLY LOOKING FOR EXPERIENCED CANDIDATES

### Education

MBA

IT/Software Experience

### Contacts

hr@galtech.org

0480 2951674

### Date posted

February 11, 2020

### Valid through

February 29, 2020

### Hiring organization

GALTech Technologies Pvt Ltd

### Job Location

Infopark Thrissur Campus, 680308,  
Thrissur, Kerala, India

### Skills

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

### Industry

Software Development

### Base Salary

INR 20000 - INR 30000