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## Business Development Executive/ Lead Generation Executive

### Description

We are seeking a Business Development/ Lead Generation Executive who will be responsible for identifying and developing new business opportunities for the company. The candidate must have experience as a business development executive in the IT/ ITES industry.

### Key Responsibilities

1. Research and identify new business opportunities by analyzing market trends, customer needs, and competition
2. Develop and maintain relationships with potential clients and partners
3. Build and maintain a pipeline of qualified leads
4. Conduct market research and analyze data to inform business decisions
5. Collaborate with internal teams to develop proposals, presentations, and sales materials
6. Negotiate contracts and agreements with clients and partners
7. Attend industry events and conferences to represent the company and network with potential clients and partners
8. Actively seek out new sales opportunities through networking, cold calling, and social media.
9. Keep up-to-date with industry trends and developments

### Qualifications

1. Master's degree in business, marketing, or a related field
2. 1-5 years of experience in business development and lead generation
3. Excellent communication and interpersonal skills
4. Strong analytical and problem-solving skills
5. Proven ability to develop and maintain relationships with clients and partners
6. Ability to work independently and as part of a team
7. Knowledge of the industry and market trends
8. Proficient in Microsoft Office and CRM software

### Education

MBA in Marketing or International Business

### Contacts

Phone: +91 480 2951674 / 6282 845 368

Email: [hr@galtech.org](mailto:hr@galtech.org)

### Date posted

October 26, 2023

### Hiring organization

GALTech Technologies Pvt Ltd

### Job Location

Infopark Thrissur Campus, 680308,  
Thrissur, Kerala, India

### Employment Type

Full-time

### Skills

Lead Generation, IT/ ITES Sales,  
Digital Marketing, Communication &  
Interpersonal Skills, MS Office

### Industry

Software Development

### Base Salary

INR 20000 - INR 50000