

Job Title: Business Development Executive

Location: Bangalore

Job Type: Full-Time

Experience: 0–1 Year (Freshers Welcome)

Job Summary:

This is a full-time role for a Business Development Executive at Innovyx Tech Labs. The role involves tasks such as new business development, lead generation, business communication, and account management. The position is based in Bengaluru with the flexibility for some work from home.

Responsibilities:

- Identify and research potential clients and new market opportunities.
- Generate leads through various channels such as cold calling, emails, LinkedIn, and networking.
- Schedule meetings and presentations with potential clients.
- Assist in the preparation of proposals and presentations for potential customers.
- Maintain and update CRM tools with accurate client information.
- Build and maintain strong client relationships to ensure repeat business.
- Collaborate with the marketing and sales teams to align strategies.
- Meet and exceed assigned sales targets and KPIs.

Skills & Qualifications:

- Excellent communication and interpersonal skills.
- Strong negotiation and presentation abilities.
- Bachelor's degree in Business Administration, Marketing, or any related field.
- No prior experience required, but any internship or project experience in sales/marketing will be a plus.