

DEEPTARA ENTERPRISE LLP



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- 1) **Job Title:** Business Development Executive.
- 2) **Location:** Aquem, Goa.
- 3) **Qualification:** Graduate from any stream except Arts with 0-2 years of experience in sales of Solar industry or any other industry.
- 4) **CTC:** INR 2,40,000 – INR 3,00,000 + Incentives (negotiable if candidate is exceptional)
- 5) **Additional Benefits:** Mobile Reimbursement + Travelling Allowances
- 6) **Summary:** The Business Development Executive will be responsible for creating mutually advantageous relationships with Commercial & Industrial entities to build and maintain the sales accounts.
- 7) **Role: -**
 - Responsible for the sales and development of new potential business for solar power projects among Commercial & Industrial entities.
 - Generate Inquiries, Generate References and explore new opportunity in the assigned region.
 - Generate inquiries through Cold calling, cold visits & social media.
 - Visit installation site for site survey.
 - Offer clients a product or service that best satisfies their needs in terms of technical specification, quality, price and delivery.
 - Meeting with prospects to present offered solar power solution.
 - Carry out Sales & Marketing Activities, Preparing Sales Plans, Strategies and pipeline and achieve quarterly and yearly targets.
 - Perform other duties as necessary to ensure sales production quota is achieved.
- 8) **Key Skills: -**
 - Good academic record with zeal to learn new concepts quickly and apply innovative ideas to achieve the best results
 - Should be self-motivated and quick learner with problem solving abilities.
 - Excellent Communication, Interpersonal & Presentation skills.
 - Should have Analytical, and strategic mindset with logical argumentation.
- 9) **Website:** www.deeptaraenterprise.in