

Antraweb Technologies Pvt Ltd

Business Development Executive

Job Profile Details

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| Placement Cycle | ARKA JAIN University - Placements 2024-25 |
| Job Location | Pune & Mumbai |
| Date of Visit | NA |
| Position Type | Full Time |
| Expected Hires | NA |
| Sector | Business Development |
| CTC | INR 400000 - 500000 |
| Category | Level 2 - General |
| Description | <p>About Us Antraweb Technologies Pvt. Ltd. Is a renowned Enterprise Consulting and Implementationservicecompanycateringacrosstheglobe.Havingstrongexistencein the market since 30+ years? Antraweb expertise in IT consultancy and services provides Tally Solutions, serving-customers in various sectors such as Manufacturing, Bulk Drugs & Chemicals, Engineering, Packaging, Pharmaceuticals, Distribution, Trading and Government agencies. Our 300+ Tally expertteam has ensured a tireless support to our 35,000+ customersworldwide. We have our teams located at Mumbai, Pune, Hyderabad and Aurangabad.We offer the finest environment for career development and advancement. What are we looking for? Antraweb Technologies Pvt Ltd is seeking for qualified professionals to join our winning team for the role of Business Development Profile(Antrapreneur). We seek for energetic professionals having business acumen who will join us not just as an employee but as a Business Partner An individual who looks for self-growth along with growth of business is a right match for us. Antraweb sets priority to jointly grow with consistency through value based engagement and remarkable customer experience. We take pride in 30+yearsof valuable experience to mentor individual team member and prepare them for successful career. We have received a high average Google rating (4.8 out of 5)based on the feedback of over 11K individuals who have used our services. We proudly take this a signal of a positive work environment, good management, or a quality product/service. If you're motivated self-starter who thrives in a fast-paced</p> |

environment and you expect to get result from yourself and those around you, then this is your opportunity for a rewarding career with excellent income and growth potential.

Job Description:-

Purely B2B Sales/Corporate Sales

- Identify potential customers through cold calling
- Working on existing leads as well as generating new leads
- Visiting clients to identify their needs and providing them with suitable solutions, support, information and guidance on timely basis
- Providing practical product demonstration
- Closing the deal with good negotiation skills and a most honesty
- Achieving the sales target to receive incentives
- Selling products by establishing contact and developing relationships with prospects
- Working in allocated zone
- Maintain a strong work ethic with a total commitment to success each and everyday.

Job Specification:-

- Self-Motivated
- Has Inclination for IT/Software Sales
- Capable to meet personnel in Top Management/ Decision Makers-Should have Relationship Quotient
- Must have own laptop or Tablet for office use
- Age criteria is below 29 years candidate

Why should you join us?

Healthy and Nurturing Work Environment

- Rich B2B Sales Experience
- Interaction with Company Owner & Decision Makers
- Learn New Age Digital Economy Product like ERP, CRM .Cloud Computing
- Recurring & Stable Income (Subscription based Product Model)
- Rewards & Recognition for Top performers

As an Entrepreneur, you will get

- Lucrative Incentive Structure
- Detailed Product Training
- Live Customer Data
- Valuable Experience
- Opportunity for Advancement
- Knowledge of ERP, Cloud Computing, CRM

Open for Courses

- Jain - Arka Jain University Jharkhand

BBA

1. Marketing
2. Human Resources
3. Business Administration & Management
4. Commerce
5. Entrepreneurship
6. Finance & Financial Management
7. Accounting
8. Banking
9. Digital Marketing
10. Marketing
11. Human Resource

MBA (Semester)

1. Business Administration & Management
2. Finance
3. Human Resources
4. Commerce
5. Finance & Financial Management
6. Marketing
7. Marketing & Sales
8. Marketing & Finance
9. Marketing & Human Resource

B.Tech

1. Computer Science
2. Computer Science & Engineering
3. Computer Application
4. Computer Science Engineering
5. Computer Engineering
6. Communication & Computer Science
7. Information Technology

Eligibility Criteria

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| MBA (Semester) | <i>All students are eligible</i> |
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| BBA | <i>All students are eligible</i> |
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|--------|----------------------------------|
| B.Tech | <i>All students are eligible</i> |
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| Work Experience Criteria | No work experience based criteria defined yet! |
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| Allowed Genders | [Y] Male students [Y] Female students [Y] Other Genders |
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| Backlogs | Students with backlog(s) not allowed |
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Hiring Workflow

Pre-placement Talk

No Venue/Time specified

Technical interview

No Venue/Time specified

HR interview

No Venue/Time specified

Additional Info

No additional information