

LOOFAL PROTECH SOLUTION PVT. LTD.

Business Development Executive (BDE)

Job Profile Details

Placement Cycle	ARKA JAIN University - Placements 2024-25
Job Location	Mango,Jamshedpur
Date of Visit	NA
Position Type	Full Time
Expected Hires	NA
Sector	NA
CTC	INR 144000 - 240000
Category	Level 2 - General
Description	<p>COMPANY NAME: LOOFAL PROTECH SOLUTION PVT. LTD.</p> <p>WEBSITE: www.loofal.com</p> <p>TRAINNING PERIOD : 6 MONTH</p> <p>PRODUCT SEGMENT SEGMENT :</p> <p>SOLAR SOLUTION; EARTHING; LIGHTNING ARRESTER; CCTV CAMERA</p> <p>SALARY : Basic (1.44 lakh to 2.4 Lakh) per year + traveling allowance + Fooding allowance + accommodation+ incentives</p> <p>JOB ROLE : BUSINESS DEVELOPMENT EXECUTIVE</p> <p>JOB DESCRIPTIONS & RESPONSIBILITIES :</p> <ul style="list-style-type: none">- COLD CALLING- FIELD MARKETING- IDENTIFY OPPORTUNITIES- ENQUIRY HANDLING- BUILDING RELATIONSHIP WITH CLIENTS- SENDING QUOTATION- FOLLOW UP

- END TO END SALES PROCESS
- DEAL CLOSING
- FINDING NEW OPPORTUNITIES
- MANAGING SALES
- GOV. TENDERING PROCESS
- TRAINING AND MENTORING
- SITE MANAGE(IF REQUIRED)
- MANAGING RISKS
- TEAM HANDLING(IF REQUIRED)

SKILLS REQUIRED

- * STRONG COMMUNICATION, NEGOTIATION AND RELATIONSHIP BUILDING
- * MARKET RESEARCH
- * STRATEGIC PLANNING
- * PROFICIENT IN USING CRM AND DIFFERENT TOOLS

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. Finance
11. Marketing
12. Human Resource

B.Com (Hons.)

1. Accounting
2. Finance & Financial Management
3. Marketing
4. Human Resources
5. Commerce
6. Data Science
7. Finance
8. Marketing
9. Human Resource
10. Finance

B.Tech

1. Mechanical
2. Electrical & Electronics Engineering

3. Electronics & Electrical Communication Engineering
4. Electrical Engineering
5. Mechanical Engineering
6. Mechanical Engineering
7. Electrical and Electronics Engineering

Eligibility Criteria

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

Hiring Workflow

Technical interview	<i>No Venue/Time specified</i>
HR interview	<i>No Venue/Time specified</i>

Additional Info

No additional information