

# Webpulse Solution Pvt Ltd

## Business Consultant and Business Development Executive

### Job Profile Details

Placement Cycle	<b>ARKA JAIN University - Placements 2025-26</b>
Job Location	Ranchi and Delhi
Date of Visit	NA
Position Type	Full Time
Expected Hires	NA
Sector	NA
CTC	INR 300000
Category	Level 2 - General
Description	<b>JOB ROLES &amp; RESPONSIBILITIES</b>

Generate new business opportunities through lead generation and networking.

Make outbound calls to potential clients to sell our products & services. Give demonstrations to clients, explaining the benefits of our services and generating sales.

Develop and maintain client relationships, ensuring high levels of customer satisfaction. Understand client needs and offer solutions and support. Provide timely and effective solutions aligned with clients needs.

Organize and track sales activities in the company's CRM system.

Meet or exceed monthly and quarterly sales targets.

Facilitate a minimum of 5 online meetings daily on Zoom or Google Meet.

Keep up-to-date with industry trends and market conditions.

Attain sales objectives via telesales, with the possibility of additional hours and weekend shifts if targets are not met.

Ensure client satisfaction, project performance, renewals, add-on service sales, and upgrades to fulfill your monthly sales targets. Achieving sales targets is mandatory.

Coordinate the project needs between the client and the Technical/SEO/Content Team. Client satisfaction and retention are your main job responsibilities.

Ensure timely reporting to clients about progress of their projects weekly & monthly.

Achieving your monthly sales target is mandatory.

**Elevate Your Career: Business Development Executive**  
Are you a visionary communicator with an unwavering drive to connect, inspire, and transform? Do you thrive on forging meaningful relationships and unlocking growth opportunities? They are seeking a dynamic and passionate individual to join their team as a Business Development Executive.

This isn't just a sales role; it's an opportunity to be at the forefront of digital innovation, empowering businesses to amplify their brand presence, captivate their audience, and dominate the online landscape.

**Your Mission, Should You Choose to Accept:**

As a Business Development Executive, you will be the architect of new partnerships, igniting conversations that lead to remarkable transformations. Your core responsibilities will include:

- **Pioneering Connections:** Proactively reaching out to potential partners, initiating engaging dialogues, and cultivating robust relationships from the ground up.
- **Strategic Growth:** Collaborating to exceed ambitious individual sales targets, driven by a shared vision for success and impact.
- **Client Empowerment:** Becoming a trusted advisor, offering insightful guidance, innovative solutions, and continuous support to our valued clients, ensuring their sustained success and exploring new avenues for mutual growth.
- **Visionary Presentations:** Orchestrating impactful virtual and in-person meetings, eloquently articulating the transformative power of our Branding Services, cutting-edge Websites, and bespoke Digital Marketing strategies.

## Open for Courses

### **- Jain - Arka Jain University Jharkhand**

#### *BBA*

1. Finance
2. Marketing
3. Human Resource

#### *B.Com (Hons.)*

1. Finance
2. Marketing
3. Human Resource

#### *BCA*

1. Data Science ( DS )
2. Artificial Intelligence ( AI )

#### *B.Sc*

- 1. Biotechnology
- BA (Hons.)
- 1. Fashion Design
- 2. English
- 3. Journalism & Mass Communication

## Eligibility Criteria

BBA	<i>All students are eligible</i>
BA (Hons.)	<i>All students are eligible</i>
B.Com (Hons.)	<i>All students are eligible</i>
BCA	<i>All students are eligible</i>
B.Sc	<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

<b>Resume shortlisting</b>	<i>No Venue/Time specified</i>
<b>Telephonic Round</b>	<i>No Venue/Time specified</i>
<b>Virtual HR Round</b>	<i>No Venue/Time specified</i>

## Additional Info

No additional information