

PROFILE : RECRUITMENT OF BDOs

Company Profile	GBS IT Solutions Pvt. Ltd. is a leading software development company in India, based in Trivandrum, focusing on providing ready to deploy business solutions for Logistics Industry. We have developed a complete web based solution for Freight Forwarding Companies & CHA. We have branches in India and Abroad to cater Global Marketing needs. For more details, please visit www.gbs-me.com
Post	Business Development Executive/Officer
Ref No.	GBS/HR/001
Place of Posting	New Delhi/Mumbai/Chennai/Kolkata/Ahmedabad (Local Candidates only need to apply)
Description	<ul style="list-style-type: none"> • The individual will be responsible for Business Development and Marketing of Software product in the domestic market. • The person would be responsible for getting new end clients. • Reach out to prospects over phone/mail and explain about the value proposition of the product to the prospect. • Create the leads, calling the clients, arranging for demo of the product and liaising with the client. • Sales and pre-sales activities like supporting demo creation, participating in external (marketing) events etc.
Desired Candidate Profile	<ul style="list-style-type: none"> • Should be smart, goal oriented, target achiever with 1 to 2 yrs of experience in Marketing, preferably software products. • Should have strong communication skill with prior experience in doing similar work would be ideal. • Having own Two-wheeler or Four-wheeler and willing to travel extensively. <p><u>Added Advantage:</u></p> <ul style="list-style-type: none"> • Ability to make PPT presentation • Software Product DEMO and PPT Skill • Contacts in Logistics Industry, especially Freight Forwarding Companies.
Education/Key Skills	Any Degree with Marketing as a subject. MBA in Marketing/IT is a plus. Should have working knowledge in MS Office and Internet.
Compensation	Best in the Industry