

## JOB DESCRIPTION

### JOB IDENTIFICATION

<b>Title:</b>	<b>B.D.E. (Business Development Executive)</b>
<b>Division:</b>	<b>IT Sales- US</b>
<b>Location:</b>	<b>Mumbai – Andheri East (Walkable from Andheri Station)</b>
<b>Work Time:</b>	<b>7.00 pm – 4.00 am IST (Monday – Friday)</b>

### EXPERIENCE REQUIRED/RESPONSIBILITIES

- **0-5 years of Technical Sales experience with the North American region/US Market (Fresher's are encouraged to apply)**
- Can consider profiles with Technical Sales experience either for UK, Australia, or New Zealand
- **Responsible for qualified lead generation through online (cold calling/Email/Networking/Webinars) in US Market.**
- Experience with Target market researching activities
- Inside sales or customer service experience in a business-to-business environment
- Responsible for Monthly leads/pilots targets
- Responsible to convert conversations into the trial projects with potential clients
- A team player, someone comfortable in a highly collaborative, team oriented culture.
- Reports to Director Sales

### DESIRED CANDIDATE PROFILE

- Highly energetic business development professional who would like to take up lead generation activity.
- Excellent oral and written communications skills
- Maintain focus and priorities while handling multiple tasks
- Maintain the database and history in a CRM solution
- Have a passion for performance, a desire to excel and a hunger for sales
- A positive attitude, an ability to drive through challenges and a willingness to learn
- Professional upbeat telephone voice, strong probing skills, persistence

## EDUCATION REQUIRED

- B.E./B.Tech/MCA/M Sc – IT/BBA/BMS/MBA/Any Post-Graduate
- Freshers will be facilitated with necessary training in US IT Sales

## PERKS AND BENEFITS

- Salary as per commensurate with experience and best in the industry
- Annual Bonus
- Opportunity To Work With Global Clients of USA AND Thailand
- Open and flexi-work culture
- Potential ON-SITE Opportunities
- Five days working
- Group Medclaim
- 21 days paid leave in a year
- Free pick-up and drop from Andheri station
- Monthly reimbursement of medical, fuel, mobile, internet and literature expenses

### **Company Profile:**

Since 1997, Infinite Computing Systems has been delivering custom IT solutions that underline value, quality and reliability. We offer solutions for customer's unique needs providing targeted and customized solutions aimed at real business problems. Customer Business needs are specific, and a one-size-fits-all approach won't do. To stay competitive customer needs a solution that meets all of the needs, and often that means a packaged solution isn't an option. Infinite's custom application development services will help you address the unique business and technology needs of your organization. We serve customers around the world through our local technology centers **headquartered in Cedar Rapids, Iowa, with branches in Dallas, Mumbai and Bangkok.** Our comprehensive services include Azure Cloud Services, IoT (Internet of Things), Custom Application Development, Website Services and CMS, Mobility Services, Manual and Automation Testing Services, Product Development and Global Staffing. Our portfolio covers a variety of industry verticals such as Financial Services, State & Local Government, Insurance, Education, Healthcare, Retail, Telecom, Manufacturing and Utilities, Aerospace & Defense.

Our credentials include Microsoft Gold Partners, DotNet Nuke Partners, INetU Partners and Sitecore Partners.

For more details do log on to [www.infinite-usa.com](http://www.infinite-usa.com)

**Debraj Chakrabarti**  
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