



# **JOB DESCRIPTION**

## **Business Development**

### **Responsibilities**

1. Calling 125 customers in a day (new + follow-ups).
2. Connecting with 40 customers in a day (new + follow-ups).
3. Engaging and developing pipelines of at least 10 customers per day, on calls or video calls where you have to showcase the product / live demo.
4. Following up and closing 1 sale in a day with value greater than Rs 5000.
5. Ensuring payments are submitted and punched in CRM on time.
6. Trying to learn and earn maximum by overachieving targets and drawing incentives.



### **Requirements**

1. Candidates should have a laptop and a good internet connection.
2. Candidates should have good mobile network coverage.