

Organization:	MEDIKA BAZAAR
Job Title:	Business Development Executive
CTC:	5 LPA
Location:	Pan India (WFH)
Departments Eligibility:	All
Course Eligibility	All
Student Gender Preference:	ANY

General Job Description

- **Lead Generation & Prospecting:** Researching and identifying potential clients via LinkedIn, web searches, and databases.
- **Outreach & Communication:** Conducting cold calls and sending personalized emails to prospective leads.
- **Sales Support & Scheduling:** Qualifying leads and scheduling meetings/demos for senior sales staff.
- **Client Relationship Management:** Maintaining accurate records of interactions in the CRM.
- **Market Research:** Identifying industry trends and analysing competitor activities.

BENEFITS

- **Fixed Take-Home Pay:** A consolidated monthly salary
- **Performance-Based Incentives:** Attractive sales incentives are based on the achievement of targets and overall performance.
- **Comprehensive Training Program:** Includes mandatory on boarding and mock training sessions to ensure field preparedness and professional growth.
- **Tech-Enabled Field Support:** Executives will be provided with an iPad and eSIM to enhance productivity and facilitate seamless field operations.

Eligibility

Management

Specialization : Marketing

Fresher

Technical skills, attention to detail, problem-solving, and communication skills.

Meeting minimum age requirements, typically 18 years old.

Job Reviewed by: Director, Training & Placement

Job Approved by: Director, Training & Placement

Job opportunity provided through: Training and Campus Placement Department