

Senior Business Development Executive Jobs Delhi

We are currently hiring **Sr. Business Development Executive** who can generate sales from Domestic as well as international markets for SEO and Web Development & designing. Must have knowledge of Digital Marketing. Reaching and generating new business and clients in the field of Digital Marketing comprising SEO as well as Web development & designing.

About Techmagnate-

Techmagnate (<https://www.techmagnate.com/>) is a leading Digital Marketing Agency based in New Delhi, India and we are expanding! We are looking for Rol-driven digital marketing experts to #BeAMagnate.

Our core competencies are digital marketing & technology solutions. We help you to outline, evolve and employ proficient, best priced and top-notch Digital Marketing Services, including Search Engine Optimization, Pay Per Click, App & Mobile Marketing, Reputation Management, Social Media, Content Marketing and more related services to empower your business.

We have a strong, hustling and enthusiastic team of 250+ young digital marketing professionals who have delivered fantastic results for top-notch clients in industries like BFSI, B2B, Healthcare, IGaming, Education and Ecommerce.

Our 9 Core Values are more than just words, they're a way of life. We know that Company with a strong culture & a higher purpose perform better in the long run.

Do you relate to our values?

- ❖ Digital Excellence
- ❖ Trusted Partnerships
- ❖ We've got each other's back
- ❖ We see things end to end
- ❖ Think big, be bold
- ❖ Keep learning, keep unlearning
- ❖ Abundant positivity
- ❖ Open mind open door
- ❖ Customer Growth

Skills Required:

- ❖ Should have working knowledge & experience on email leads and web leads.
- ❖ Should have experience in selling Web services.
- ❖ Regular follow up with clients and generating good sales.
- ❖ Submitting Sales reports, proposals, presentations, relevant documents, etc.
- ❖ Negotiating with the clients and closing the leads.

- ❖ Must have excellent written and communication skills in English.
- ❖ Prospect for potential new clients for Digital Marketing (SEO, SMO, PPC etc.) and turn these into increased business.
- ❖ Identify enquiries within your market or geographic area to ensure a robust pipeline of opportunities. Meet potential clients by growing, maintaining, and leveraging your network.
- ❖ Identify potential clients, and the decision makers within the client organization.
- ❖ Research and build relationships with new clients.
- ❖ Set up meetings between client decision makers and company's practice leaders/Principals.
- ❖ Plan approaches and pitches. Work with a team to develop proposals that speak to the client's needs, concerns, and objectives.
- ❖ Participate in pricing the solution/service.
- ❖ Handle objections by clarifying, emphasizing agreements and working through differences to a positive conclusion. Use a variety of styles to persuade or negotiate appropriately.
- ❖ Present an image that mirrors that of the client.
- ❖ Deal with domestic and international clients.