



<https://invoay.com/job/business-development-executive-field-sales/>

Business Development Executive – Field Sales

Description

Are you a go-getter with a passion for field sales? Do you thrive on building relationships and closing deals in a dynamic, fast-paced environment? Invoay Software is looking for a motivated and energetic **Business Development Executive** to join our field sales team, focusing on **door-to-door** sales of our innovative **Billing, POS, and CRM software** solutions.

Responsibilities

- **Field Sales & Client Acquisition:** Conduct door-to-door sales visits to businesses in your assigned territory, focusing on retail, hospitality, and service industries.
- **Lead Generation:** Identify and generate new leads through field activities, including cold visits, referrals, and local networking.
- **Product Presentation:** Demonstrate and present our software solutions to potential clients, highlighting key features and benefits tailored to their business needs.
- **Relationship Building:** Build and maintain strong relationships with prospects and clients, ensuring high levels of customer satisfaction.
- **Sales Targets:** Meet and exceed monthly and quarterly sales targets by closing deals and driving revenue growth.
- **Market Research:** Stay informed about market trends, competitor activities, and client needs to adapt sales strategies effectively.
- **Reporting:** Maintain accurate records of sales activities, client interactions, and progress in the CRM system.

Qualifications

- **Experience:** 0-2 years of experience in field sales, preferably in software sales, though freshers with the right attitude are welcome.
- **Education:** Bachelor's degree in Business Administration, Marketing, or a related field (BBA or MBA preferred).
- **Skills:**
 - Strong communication and interpersonal skills, with the ability to engage and persuade clients.
 - Self-motivated with a strong drive to achieve sales targets.
 - Ability to understand and explain technical software solutions to non-technical clients.
 - Willingness to travel within assigned territories and work in a field sales environment.
- **Technical Acumen:** Comfortable using digital tools and CRM software to track sales activities.

Job Benefits

- **Competitive Salary:** Base salary with attractive performance-based incentives.
- **Growth Opportunities:** Clear career progression paths within the sales

Hiring organization

Invoay Software

Employment Type

Full-time

Industry

SaaS Software, POS Software, Beauty and Wellness

Job Location

Delhi

Date posted

22 August 2024

department.

- **Training:** Comprehensive training on our software products and sales techniques.
- **Supportive Work Environment:** Be part of a dynamic team that values collaboration and innovation.
- **Health and Wellness:** Health insurance and wellness benefits.