

# Shiva Systems & Technologies Pvt Ltd

(Hardware and Networking unit)

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## **REQUIREMENT OF BUSINESS DEVELOPMENT EXECUTIVE**

(Corporate IT Maintenance incl. Networking)

### **Job Description**

Designation: Business Development Executive

Category: IT Services / Hardware & Networking

Experience: Minimum 1+ Years of Experience in Field Marketing with IT Product and Services

Location: Andheri East, Mumbai

### **Jobs and Responsibilities:**

- To identify the potential customers
- Taking follow up of with new overseas clients and Convert them
- Send business introduction & proposals
- Conversion of inquiries to orders & Increase sales

### **Skills and Experience**

- 1-2 years of relevant experience in IT Product and Service Selling
- Strong written and oral communication skills
- Good Listening and interpretation skills.
- Must be able to frame a solution basis simple business requirement statement.
- Team player
- Highly self-motivated and ability to multi-task
- Consistent and self-disciplined

Education-

UG: Any Graduate - Any Specialization

Salary: Negotiable

Industry: IT Services

Functional Area: Sales, Business Development, Corporate IT Maintenance

Role Category: Corporate Sales

Employment Type: Permanent Job, Full Time

### **Key skills**

Knowledge in Hardware and Networking Products

### **Company Profile:**

**Shiva Systems & Technologies Pvt. Ltd.**, a PAN India IT enabled Services Company.

Established in 1997, Specialized in providing Hardware, Networking and Server Administration.

We are expanding our operations and therefore we are planning to enhance our

IT and Networking setup. Suitable candidates may look forward to get a good opportunity to work in state of the art IT setup.