## Business Development - Incrementum Technology Solutions Pvt Ltd

**About Us:**

With offices worldwide, Incrementum Technology Solutions Pvt Ltd is growing fast year by year to stabilise itself in various sectors, providing a reputation for growth in the UK, the rest of Europe and the United States. We currently hold our main European headquarters out of two locations, the prestigious Piccadilly in London, and The Factory based in the Berlin Valley, one of Europe’s most prized technology hubs, and Gurgaon providing our backbone. With employees located across all these locations, we are able to provide optimum solutions for powering growth across multiple mediums, industries, and constantly penetrating new verticals. With ownership in the European Rapid Group, we are primed to deliver the pinnacle in quality deliverance to our customers.

We specialise in a multitude of arenas across the technological sphere, so of our core areas including:

**Website:**[www.incrementum-tech.net](http://www.incrementum-tech.net)

**Job Title:**Business Development Executive

**Company:**Incrementum Technology Solutions Pvt Ltd

**Reporting:** Business Development Manager

**Location:** Gurgaon, Sohna Road

**Objective:** Responsible for working within a team structure and individually to develop business development opportunities through online and direct mediums, working with our European offices to deliver suitable revenue generating leads.

**Job Description:**

* As a part of ITS inside sales team, candidate need to generate potential leads from assigned geography (Preferably Europe)
* Candidate need to mine data from various sources
* Customer Research/Industry Research practices
* Research accounts, identify key players and generate interest
* Cold calling activity to increase volume/revenue stream
* Maintain daily activity and progress report

**Job Qualifications:**

* Education: Preferably an MBA/Business Orientated degree

**Skills / Attributes:**

* Developing quotes and proposals
* B2B lead generation experience.
* Soft spoken and explanatory over the phone.
* Good hands on excel reporting and ppt.
* Willing to work in night shifts if required
* Excellent verbal and written communication skills,