



Job Title: BDE (Business Development Executive)

Job Summary:

We are seeking a Business Development Executive to identify client needs, understand service goals, and deliver effective, innovative solutions.

The ideal candidate should have experience with MS Office, CRM tools, B2B/B2C business models, and expertise in working with IT clients. If this sounds like you, we'd love to meet you!

Key Responsibilities :

- By researching the internet, identify and list new and upcoming B2B agencies and B2C businesses.
- Monitor and research the activities of the B2B agencies, B2C businesses on the list. Evaluate new verticals in the industry for business growth through market research. Conduct a cold outreach offering help with a clearly defined solution for website issues with the brand.
- Maintain relationships and pitching when necessary to help with these company's services.
- Build a strict reminder and follow-up mechanism to develop good relationships with existing hot/warm/cold prospects.

Required Skills and Qualifications :

- Preferably IT background / Computer Engineering
- 1 - 6 years of relevant experience required Knowledge and skills (general and technical)
- Good at internet research.
- Good at tracking and deriving patterns in the IT market.
- Willing to do highly personalized cold reach-outs.
- Obsess over-attention to detail.
- Good at building relationships and networking with IT clients.
- Knows the process of website design & development (Technologies/ Frameworks etc.).
- With the help of the team, prepare proposals/contracts for clients and ensure compliance.
- Proven working experience as a business development executive, sales executive, or a relevant role.
- Have worked in sales in a software business.
- Proficiency in MS Office and CRM software.
- Proficiency in English.
- Market knowledge.
- Communication and negotiation skills.
- Relationship-building abilities.
- Time management and planning skills.

Work Location: Surat (Onsite Only)

Note : What we are not looking for : business Generation from platform like upwork , guru, fiverr and so on

How to Apply:

- Email your resume to hr@dynamicdreamz.com.
- Use "BDE Application – [Your Full Name]" as the subject line.