

Company: EA Tech Corporations Pvt. Ltd.
Open Position - Business Development Executive
Location: Bhubaneswar, Odisha(On-site)
Employment Type: Full-time

About the Role

We are looking for a Business Development Executive to drive sales and promote our IT solutions and services. The ideal candidate should have strong communication skills, a good understanding of IT products/services, and a passion for building client relationships while consistently achieving business targets.

Key Responsibilities

- Identify and generate new business opportunities in the IT sector.
- Promote and sell IT services and solutions to potential clients.
- Build and maintain long-term relationships with corporate clients.
- Understand client requirements and provide tailored IT solutions.
- Achieve monthly, quarterly, and annual sales targets.
- Conduct market research to identify potential prospects and new trends.
- Prepare proposals, presentations, and business reports for clients and management.
- Collaborate with technical and delivery teams to ensure client satisfaction.

Required Skills & Qualifications

- Bachelor's degree in Business, Marketing, IT, or a related field.
- 1–4 years of proven experience in Business Development / Sales (preferably in IT industry).
- Strong verbal and written communication skills.
- Good knowledge of IT products, software solutions, or digital services.
- Ability to manage the full sales cycle from lead generation to closing deals.
- Self-motivated, result-oriented, and target-driven mindset.
- Proficiency in CRM tools, MS Office, and online lead generation platforms.

Preferred Qualifications

- Experience in selling software, SaaS products, or IT consulting services.
- Knowledge of B2B sales strategies and enterprise client management.
- Existing client network in IT/tech domain will be an added advantage.

What We Offer

- Competitive salary with attractive incentives.
- Opportunity to work with a fast-growing IT company.
- Career growth and professional development opportunities.
- Friendly and collaborative work culture.