



JD for Business Development Lead

DesiCrew is a Rural Outsourcing company that has brought BPO and IT jobs to 500+ rural graduates in Tamil Nadu and Karnataka. To know more about DesiCrew login www.desicrew.in

We are recruiting Business Development Lead for our centre in Chennai.

Job descriptions for you to understand the role better:

Business Development Associate:

1. Make cold calls to the leads provided by the company
2. Explain the product features & benefits to companies
3. Promote company offerings and convince the customers
4. Send follow-up mails and call to fix appointments
5. Keep track of all leads
6. Fulfil the weekly targets of calls and appointments

Profile Requirement :

1. **Experience in software testing / IT sales**
2. **Will be quickly able to handle a team and deliver**
3. Committed, Ambitious and Friendly.
4. Comfortable in talking to people and a good listener
5. Excellent Speaking Skills and Convincing Power
6. Excellent in both written and spoken English
7. Working Knowledge of Computer (Word, Excel), Internet
8. Experience in tele-sales to US customers

Desired Qualification	:	Any graduate or post graduate.
Location	:	Taramani, Chennai
Experience	:	4-6 years in Telesales
Shifts	:	Should be flexible to work in any shift, including. Night shift.
Salary	:	Negotiable

We are looking for employees who have enthusiasm, dedication, passion and a deep sense of responsibility. If this sounds like you, do write to us at careers@desicrew.in