

Business Development Executive

Field	Details
Company Name	Stratefix Professional Pvt. Ltd.
Job Title	Business Development Executive
Location	Office No. 1002, Rajhans Montessa, Surat Dumas Road, Besides Le Meridien Hotel, Near Airport, Magdalla, Surat, Gujarat, 395007
Experience	3-5 years of experience in Business Development, Networking, or Sales.
Reports To	Co-Founder / Partner
About the Role	We are seeking a dynamic Business Development Executive with 3-5 years of experience to join our leading management consulting firm and drive B2B sales growth.
Key Responsibilities	<p>Identify and convert leads through market research, networking, and industry events.</p> <p>Build strategic partnerships and stay updated on market trends.</p> <p>Develop and execute business development strategies to drive revenue growth.</p> <p>Manage client relationships to ensure exceptional service, loyalty, and repeat business.</p> <p>Lead a team to achieve sales targets and ensure seamless coordination.</p> <p>Provide data-driven insights and regular reports on sales performance and trends.</p>
Requirements / Qualifications	<p>Bachelor's Degree in a related field (Master's preferred).</p> <p>Bachelor's Degree in a related field (Master's preferred).</p> <p>3-5 years of experience in Business Development, Networking, or Sales.</p> <p>Strong industry knowledge, strategic planning, and client relationship skills.</p> <p>Excellent communication, networking, and team-handling abilities.</p> <p>Results-driven mindset with proficiency in delivering actionable insights.</p>
Skills & Competencies	<ul style="list-style-type: none">- Strategic & Analytical Thinking- Strong Problem-Solving Skills- Project & Team Management- Business Process Reengineering- Stakeholder Management & Client Engagement
Why Join Us / Benefits	<ul style="list-style-type: none">- Opportunity to work on high-impact consulting projects.- Direct collaboration with CXOs and industry leaders.- Exposure across multiple industries and functions.- Growth-oriented, collaborative, and learning-driven work culture.
How to Apply	<p>Email: career@stratefix.com</p> <p>Mobile: 7435886720</p>