

Business Development Executive

Alfarid Corporation (AFC) is an equal opportunity employer. The position entitled '**Business Development Executive**' is contractual for a term of *atleast 2 years*, including 3 months probation period. The position offers an annual growth of 7-10 percent.

Do not treat this position to be a stepping stone for your next job. Only apply if you are willing and able to competently complete atleast 2 years' tenure.

Job Responsibilities

- Correspond and answer queries of International clients effectively and independently on the basis of given guidelines.
- Follow up with the current and potential clients over the phone and document the same in the CRM program.
- Achieve the defined sales target and Key Progress Indictors (KPIs).
- Develop business by keeping a close contact and constant followup with the potential and existing clients.
- Manage and maintain ACT! The CRM Program.
- Submit reports to the directors on the progress of all leads being managed.
- Maintain the jobs on hands' information sheet for the operations staff.
- Provide excellent service to the clients from the point of closing the deal to the completion of shipment and thereon getting feedback from clients as a part of after sals service.
- Design sales campaigns for the brands/items.
- Create, upload and manage sales leads for products n various B2B portals.
- Develop complete Portfolios for each product and category including brands.
- Any other work assigned by the supervisor.

Criteria

The candidate must

- Understand the products' features and uses (on the basis of the given training).
- Possess excellent English writing and verbal communication skills.
- Be experienced in sales; Possess good negotiation skills.
- Possess customer relationship skills.
- Supervise diligently as a team leader.
- Dress presentably.
- Be able to manage late working hours.
- Be well versed with MS Office.

Salary Package and Features:

- Basic pay *PKR 14-20K/month (may increase or decrease based on competency level)*
- Official fuel reimbursement.
- Official communication allowance.
- Annual Bonus.
- Export allowance.
- Personal Medical Insurance.
- Conveyance may be provided based on competency level.
- Payment for extra working hours.
- Lunch.

ALFARID CORPORATION

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