

# Best Software Development Company - Samcom Technobrains

<https://www.samcomtechnobrains.com/job/sr-business-development-executive-2-2-2/>

## Business Development Manager (IT Services)

### Employment Type

Full-time

### Description

We are looking for a results-driven **Business Development Manager with 5+ years of experience in the IT services industry**. The ideal candidate will be responsible for driving revenue growth by identifying new business opportunities, building strong client relationships, and expanding the company's presence in an international market.

### Job Location

Nehrunagar, 380015, Ahmedabad

### Experience

- **5+ years experience required**
- Excellent Communication
- Only IT services-experienced candidates
- Experience working with international clients.

### Responsibilities

- Identify, generate, and qualify new business opportunities in IT services.
- Develop and execute strategic sales plans to achieve revenue targets.
- Build and maintain strong relationships with clients, partners, and stakeholders.
- Manage the complete sales cycle from lead generation to deal closure.
- Understand client requirements and propose suitable IT solutions.
- Collaborate with technical and delivery teams for proposal development.
- Negotiate contracts and close deals effectively.
- Track market trends, competitor activities, and customer needs.
- Achieve individual and team sales targets.

### Skills

- Minimum 5+ years of experience in Business Development or Sales in IT services.
- Strong understanding of IT services such as web/mobile development, cloud, AI, and digital transformation.
- Proven track record of achieving sales targets and closing enterprise deals.
- Excellent communication, presentation, and negotiation skills.
- Strong networking and relationship management skills.
- Ability to work independently and in a team environment.

### Job Benefits

- ☐ 5 Days Working
- ☐ Paid Leaves + Festival Leaves
- ☐ Referral Bonus Policy
- ☐ Annual Trip
- ☐ Training & Career Development programs
- ☐ Rewards & Recognition
- ☐ Fun Loving Culture
- ☐ One to One Mentorship

**Contacts**

Kindly share the resume at [dixit.p@samcomtechnobrain.com](mailto:dixit.p@samcomtechnobrain.com) or  
WhatsApp at +91 8905606056