

# Job Descriptions

## Business Development Executive

We are looking for a results-oriented Business Development Executive to handle inbound leads generated from performance marketing and paid campaigns. The candidate will nurture warm and hot leads, build strong client relationships, and drive them through the pipeline to closure. This role requires a consultative approach to understand client needs while ensuring deals progress swiftly to closure, both in domestic and international markets.

### Key Responsibilities

- Engage with inbound prospects generated through marketing campaigns.
- Qualify, nurture, and build trust with hot and warm leads.
- Conduct discovery calls, identify client requirements, and position Dtroffle's solutions.
- Prepare and deliver tailored proposals and presentations.
- Negotiate and close deals to achieve revenue targets.
- Collaborate with the delivery team to ensure smooth client onboarding.
- Track and update pipeline progress in CRM, ensuring timely follow-ups.
- Report on sales metrics and market feedback to refine strategies.

### Requirements

- 2+ years of experience in Business Development, preferably in digital marketing, media, or advertising agencies.
- Strong consultative selling skills with ability to balance quick closures.
- Proven success in handling inbound leads and driving them to win deals.
- Excellent communication, negotiation, and relationship-building abilities.
- Familiarity with CRM and sales automation platforms.
- Experience in both domestic and international client markets is a plus.

### Job Description for Dashboard - BDE

We're hiring a BDE to manage end-to-end sales, handle inbound leads, nurture prospects, run discovery calls, share proposals, and close deals. Must have more than 2 years BD experience in a digital marketing agency, strong communication, and CRM skills.

Mode of working- Remote

Experience- 2-5 years