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Capgemini Careers – Job Application – Business Development Representative Posts

Hiring organization
Capgemini

Job Location

India

Remote work from: IN; US; AU; NZ; HK; JP; KZ; MY; SG; TW; TH; UZ; VN; AT; BY; BE; DK; FR; DE; GR; NL; RU; ES; CH; UK; DZ; KW; MA; QA; SA; MX; AE; CA; GT; DO

Date posted

September 17, 2024

Valid through

30.06.2025

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Base Salary

USD 19 - USD 25

Qualifications

Graduate

Employment Type

Full-time

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Description

Capgemini Careers – Job Application – Business Development Representative Posts

About the Job

We are seeking a highly motivated and results-driven Business Development Representative to join our team. As a Business Development Representative, you will play a key role in driving business growth by identifying new sales opportunities and building strong relationships with clients. This is an excellent opportunity to join a global leader in consulting, technology, and outsourcing services and take your career to the next level.

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Key Responsibilities

Your key responsibilities will include:

- **Identifying and pursuing new business opportunities** through cold calling, networking, and market research
- **Building and maintaining strong relationships** with clients and internal stakeholders
- **Developing and executing sales strategies** to meet or exceed sales targets
- **Collaborating with cross-functional teams** to develop and deliver sales

proposals

- **Staying up-to-date with industry trends** and competitor activity to identify new business opportunities

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Requirements

To be successful in this role, you will need:

- **A bachelor's degree in business, marketing, or a related field**
- **At least 2 years of experience in sales or business development**
- **Excellent communication, negotiation, and presentation skills**
- **Strong analytical and problem-solving skills**
- **Ability to work in a fast-paced environment and meet deadlines**

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Benefits

We offer a competitive salary and benefits package, including:

- **Opportunities for career growth and professional development**
- **Comprehensive training and support**
- **Flexible working hours and remote work options**
- **Access to cutting-edge technology and tools**
- **A dynamic and supportive work environment**

How to Apply

If you are a motivated and results-driven individual looking for a new challenge, please submit your application through our official website. We look forward to hearing from you!

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