



We are looking for Business Development Associate at Jaffer Business Systems (Private) Limited. Please find the details of the said position mentioned below:

Position: Business Development Associate

Business: Jaffer Customer Services – Exports Marketing

Education: Bachelors in Business Administration or in any related field

Location: Karachi

Experience: 2-5 years

Shift: US Time Zone

Responsibilities:

- Preparing presentations, quotes, pitch for potential customers.
- Identify sales leads, pitch IT related services to new clients and maintain a good working relationship with new contacts Following up new business opportunities and setting up meetings.
- Handling the products in terms of business development perspective Research and identify new business opportunities - including new markets, growth areas, trends, customers, partnerships, products and services - or new ways of reaching existing markets.
- Create a sales pipeline for IoT, Cloud, Cybersecurity, Data Center Clients Manage projects within client relationships, working to carry out client goals while meeting company goals.
- Identifies opportunities to grow business with existing and new clients.

Requirements:

- Require the incumbents to work in the US time zone.
- Experience in IT Sales
- Quick learner.
- Sales experience in the technical domain will be preferred.
- Ability to manage multiple projects and relationships simultaneously.
- Superb communication skills with high degree of confidence in conversing.
- Demonstrated ability to take self-initiative and keep motivated.

Interested Candidates please send us your CV at **careers@jbs.live**.

Subject Line: **Business Development Associate**.