

**Business Development Manager**  
**@Endel Digital Solutions [[www.endel.digital](http://www.endel.digital)]**  
**Employment Type: Full-time, Part-time**  
**Location: Ahmedabad, Gujarat**  
**Apply within: 15 days**  
**Salary: 20000 per month**  
**Experience: 0-1 years**

**Roles & Responsibilities**

- Develop new business and long-term account opportunities through prospecting and cold calling.
- Develop, coordinate and implement marketing plans designed to maintain and increase existing business and capture new opportunities.
- Develop sales presentations, and participate in meetings with clients and external vendors.
- Understanding client needs and offering solutions and support.
- Answering potential client questions and follow-up call questions.
- Complete RFPs and proposals, follow up on submissions and close business.
- Be aware of organizational growth initiatives regarding market and target customer segments, and the company's potential to meet customer needs.

**How to Apply**

Candidates can share their profile/resume at [recruit@e-global.in](mailto:recruit@e-global.in)