



We're Hiring: Business Development Executive (Full-Time, Hyderabad)

Company: *Kanishka Software Private Limited*

About Us:

Kanishka Software Private Limited is an ISO 9001 and ISO 27001 certified software development company, specializing in innovative technology solutions across domains such as Cafeteria Management Systems (Foodiisoft), Asset Management, Audit Compliance, Attendance Management, Custom Application Development, Mobile App Development, and more. With a strong focus on quality, security, and customer success, we are looking to strengthen our Sales team to achieve new milestones.

Job Title: Business Development Executive

Company: Kanishka Software Private Limited

Location: Hyderabad

Employment Type: Full-time, Work from Home, Field Sale's

Job Overview:

We are seeking proactive, ambitious, and customer-focused Business Development Executives to join our growing team. The ideal candidate will be responsible for driving sales growth across Kanishka Software's products and services by generating leads, closing deals, and building long-term client relationships.

Key Responsibilities:

- Identify, qualify, and pursue new business opportunities across target markets (Products & Services).
- Manage the complete sales cycle from lead generation, prospecting, requirement gathering, proposal submission, negotiation, to closure.
- Understand customer needs and requirements and present appropriate solutions from Kanishka Software's offerings.
- Maintain a robust sales pipeline and achieve monthly, quarterly, and annual sales targets.
- Collaborate with the technical and presales teams to create tailored proposals.
- Prepare and deliver effective presentations and product demonstrations to prospective customers.



- Participate in marketing activities like webinars, exhibitions, and events to generate leads.
- Build strong long-term relationships with new and existing clients to drive repeat business and referrals.
- Keep abreast of market trends, competition activities, and industry developments.

Key Requirements:

- Bachelor's degree in Business Administration, Marketing, or a related field.
- 5+ Years of experience in B2B Sales, preferably in IT/Software Products or Services.
- Proven track record of meeting or exceeding sales targets.
- Strong communication, negotiation, and interpersonal skills.
- Good understanding of software solutions, SaaS products, and custom application development will be an advantage.
- Self-motivated with a results-driven approach.
- Ability to manage multiple accounts and priorities effectively.
- Familiarity with CRM tools and basic sales reporting.

What We Offer:

- Competitive salary with attractive incentive structures.
- Opportunity to work on innovative and impactful solutions.
- Dynamic and supportive work environment.
- Professional growth and career advancement opportunities.
- Exposure to enterprise-level clients and large-scale projects.