Ref. No: **AF/BDE-AI/2025/JD/1**

Detailed Job Description:

Job title	:	**Business Development Executive (Analytics & Cloud)**
Reporting to	:	Manager
Salary	:	Industry Par CTC
Hours	:	Full time
Location	:	Hebbal office, Bangalore.

Job Brief:

Acufore is seeking a dynamic and results-driven **Business Development Executive** with expertise in Analytics, Data Science, AI/ML, and Cloud platforms (AWS, Azure, GCP). The ideal candidate will have more than **8 years of experience in acquiring new clients**, developing sales strategies, and expanding business opportunities in the technology consulting and solutions space. This role requires a strong understanding of data-driven solutions, cloud platforms, and emerging AI/ML technologies.

Responsibilities:

- Identify and engage potential clients in need of **Analytics, Data Science, AI/ML, and Cloud Solutions**.

- Develop and execute a strategic **sales plan** to acquire new clients and drive revenue growth.

- Build and maintain strong relationships with **C-level executives, IT leaders, and decision-makers**.

- Collaborate with technical teams to tailor solutions that align with client needs.

- Present and demonstrate **data-driven solutions and cloud capabilities** effectively to prospects.

- Lead negotiations and close contracts to **meet or exceed sales targets**.

- Stay updated on industry trends, market conditions, and emerging AI/ML and cloud technologies.

- Represent the company at industry events, conferences, and networking sessions.

Job Description:

The primary objective of the Business Development Executive is to hold the $ target and to work with a team to achieve the targets.

BDE will prospect for new clients by networking, cold calling, advertising, or other means of generating interest from potential clients. They must then plan persuasive approaches and pitches that will convince potential clients to do business with the company.

They must develop a rapport with new clients and set targets for sales and provide support that will continually improve the relationship. They are also required to grow and retain existing accounts by presenting new solutions and services to clients.

He/she may manage the activities of others responsible for developing business for the company. Strategic planning is a key part of this job description, since it is the business executive's responsibility to develop the pipeline of new business coming into the company. This requires a thorough knowledge of the market, the solutions/services the company can provide, and of the company's competitors.

Document Format: AF/Sales/P02

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Candidate Must Have:

- **8+ years** of experience in sales and business development, specifically in **Analytics, Data Science, AI/ML, and Cloud (AWS, Azure, GCP)**.

- Proven track record of **new client acquisition** and achieving/exceeding sales targets.

- Strong knowledge of **cloud services, big data, AI/ML solutions, and data analytics frameworks**.

- Excellent **communication, presentation, and negotiation** skills.

- Ability to work independently and drive results in a competitive environment.

- Strong business acumen with a consultative approach to sales.

- Willingness to travel as required for client meetings and industry events.

Academic and Trades Qualifications:

- Bachelor's degree in engineering/Any graduate.

- Experience in **enterprise sales** within the **technology consulting, cloud, or AI/ML domain**.

- Familiarity with **modern data platforms, AI-driven analytics tools, and cloud migration strategies**.

- Previous experience working in a **B2B sales role targeting mid to large enterprises**.

- Knowledge of **subscription-based SaaS solutions and cloud pricing models**

Why Join Us?
- Opportunity to work with cutting-edge **AI/ML, Analytics, and Cloud** technologies.

- Competitive salary, commissions, and performance incentives.

- Dynamic work environment with career growth opportunities.

- Collaboration with leading industry experts and technical teams.

Apply Now! If you are a proactive sales professional passionate about AI, Data Science, and Cloud, we invite you to join our team and drive impactful sales growth.

How to Apply:
Send your resume and a brief cover letter outlining your experience and achievements to recruiter@acufore.com

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