



Company Description

Digiflux Technologies Private Limited, based in Vadodara, is a leading provider of comprehensive digital solutions. We specialize in developing complex Web and Mobile Apps, AI Workflows, Data Pipelines, Cloud Infrastructure (AWS), and end-to-end digital transformation solutions tailored to various organizational needs.

Role Overview

We are looking for a dynamic and result-oriented Business Development Executive with 1–1.5 years of experience to join our IT services sales team. The ideal candidate is a confident communicator who can build genuine relationships with prospects, run discovery conversations, and convert qualified leads into long-term technology partnerships. The ideal candidate must have a proven track record of engaging with the North American (US/Canada) or European (UK) markets, demonstrating a deep understanding of international business etiquette and communication standards. This is not a volume cold-calling role. AI tools handle outreach automation, so your focus is entirely on conversations, relationships, and closures.

Key Responsibilities

- Conduct discovery calls, product demos, and solution presentations with qualified prospects
- Build and nurture strong relationships with decision-makers (Founders, CTOs, IT Heads, COOs)
- Manage and progress deals through the sales pipeline using Zoho CRM
- Handle objections confidently and guide prospects toward contract closure
- Collaborate with the consultant and technical team to craft tailored proposals
- Follow up consistently with warm prospects via calls, WhatsApp, and LinkedIn
- Attend client meetings (on-site when needed) to understand requirements in depth
- Maintain accurate and up-to-date records of all sales activities in Zoho CRM
- Work alongside AI-powered outreach tools (Instantly.ai, JustCall) and use their outputs effectively

Qualifications

- 1–1.5 years of experience in B2B sales, preferably in IT services or technology solutions
- Experience in International B2B Sales or Business Development, specifically targeting Western markets.
- Strong verbal communication, active listening, and presentation skills
- Comfortable handling the full sales cycle from first call to signed contract
- Good understanding of IT services concepts (software development, cloud, integrations)
- Hands-on experience with CRM tools (Zoho, HubSpot, or similar)
- Bachelor's degree in Business Administration, Marketing, Engineering, or related field



Preferred Skills

- Prior experience selling complex or custom IT solutions (not just products)
- Comfortable using AI-assisted sales tools for outreach and pipeline management
- Self-driven with a strong ownership mindset not dependent on micromanagement
- Ability to understand client business problems and map them to technical solutions

Additional Information

- Based in Vadodara, full-time on-site presence required
- Competitive fixed salary + performance-based incentives on deals closed
- Direct mentorship from a senior consultant with 18 years of IT sales experience
- Real opportunity to grow into a Senior BDE or Sales Manager role as the team scales