



Company Description

Digiflux Technologies Private Limited, based in Vadodara, provides digital solutions to businesses. We build Web and Mobile Apps, AI Workflows, Data Pipelines, Cloud Infrastructure (AWS), and other digital solutions for companies across industries.

Role Overview

We're hiring a Business Development Executive with 1-2 years of experience for our IT services sales team. We need someone who communicates well, builds real relationships with potential clients, asks good questions to understand their needs, and turns interested leads into long-term clients. You should have experience working with clients in North America (US/Canada) or Europe (UK), and understand how business is done in those regions. This is not a cold-calling job our AI tools handle outreach. Your job is to focus on conversations, relationships, and closing deals.

Key Responsibilities

- Conduct cold calling, product demos, and presentations with interested prospects
- Build strong relationships with decision-makers (Founders, CTOs, IT Heads, COOs)
- Move deals forward through the sales pipeline using Zoho CRM
- Handle objections confidently and guide prospects to close the deal
- Work with our consultant and tech, marketing team to create proposals
- Follow up regularly with warm leads via calls, WhatsApp, and LinkedIn
- Attend client meetings (in person when needed) to understand their requirements
- Keep accurate, updated records of all sales activity in Zoho CRM
- Use AI-powered outreach tools ([Instantly.ai](#), JustCall) effectively

Qualifications

- 1–1.5 years of experience in B2B sales, ideally in IT services or tech
- Experience selling to Western markets (US, Canada, or UK)
- Strong communication, listening, and presentation skills
- Basic understanding of IT services (software development, cloud, integrations)
- Experience using CRM tools (Zoho, HubSpot, or similar)
- Bachelor's degree in Business, Marketing, Engineering, or related field

Preferred Skills

- Experience selling custom or complex IT solutions (not just off-the-shelf products)
- Comfortable using AI sales tools for outreach and pipeline management
- Solid experience in IT sales

Additional Information

- Based in Vadodara, full-time, on-site
- Direct mentorship from a senior consultant with 18 years of IT sales experience
- Real chance to grow into a Senior BDE or Sales Manager as the team grows