

Job Title: Business Development Executive (BDE)**Location:** Hyderabad**Industry:** Corporate Gifting / Promotional Merchandise / B2B Sales**Experience Required:** 2–3 Years**Reporting To:** National Sales Head

About Consortium Gifts

Consortium Gifts Pvt. Ltd. is a leading corporate gifting and promotional merchandise company delivering customized, innovative, and premium gifting solutions to top brands across India. From festive hampers and employee engagement kits to large-scale marketing merchandise, we create impactful brand experiences.

We are expanding our presence in South India and are looking for a performance-driven Business Development Executive to strengthen our Hyderabad market.

Role Overview

The Hyderabad BDE will be responsible for independently generating business opportunities, acquiring corporate clients, and driving regional revenue growth. The role requires strong local market understanding, relationship-building capability, and ownership of the sales cycle from lead generation to closure.

Key Responsibilities**1. Lead Generation & Prospecting**

- Identify and generate new corporate leads in Hyderabad and surrounding regions.
- Conduct cold calls, LinkedIn outreach, field visits, and networking activities.
- Develop a strong pipeline of HR, Admin, Marketing, and Procurement decision-makers.
- Attend local exhibitions, trade fairs, and corporate networking events.

2. Client Acquisition & Deal Closure

- Initiate and handle first-level conversations with incoming and self-generated leads.
- Understand client requirements, budgets, and timelines.
- Prepare customized proposals, presentations, and quotations.
- Negotiate pricing and close deals independently.
- Achieve monthly and quarterly sales targets.

3. Relationship Management

- Build long-term relationships with corporate clients.
- Ensure repeat orders and cross-selling opportunities.

- Maintain regular follow-ups and client engagement.
- Manage assigned key accounts within the region.

4. Revenue & Target Management

- Take ownership of individual sales targets.
- Maintain accurate sales forecasts and pipeline reports.
- Ensure timely payment follow-ups and coordination with accounts team.

5. Internal Coordination

- Coordinate with sourcing, design, and logistics teams for smooth order execution.
- Ensure timely sampling, approvals, and dispatch.
- Monitor order lifecycle until successful delivery.

6. Market Intelligence

- Track competitor activities and pricing trends in the Hyderabad market.
- Identify seasonal and regional business opportunities.
- Suggest new product categories based on local demand (IT companies, pharma, startups, etc.).

Required Skills & Competencies

- Strong B2B sales experience (2–3 years preferred).
- Proven track record of achieving sales targets.
- Excellent negotiation and presentation skills.
- Strong networking ability within Hyderabad corporate ecosystem.
- Self-driven, disciplined, and comfortable working with regional autonomy.
- Good commercial understanding and pricing knowledge.
- Proficiency in MS Excel, PowerPoint, and CRM tools.

Eligibility Criteria

- Graduate (MBA preferred but not mandatory).
- 2–3 years of experience in corporate sales / gifting / advertising / promotional merchandise.
- Must be open to field sales and client meetings.
- Preference for candidates with existing corporate contacts in Hyderabad.