

<https://hkengineerings.co.uk/job/business-development-executive/>

## Business Development Executive

### Description

As a Business Development Executive at Devlogix Limited, you will be responsible for driving the growth of our company by identifying and acquiring new clients, nurturing existing client relationships, and expanding our product offerings. You will play a key role in developing and implementing strategies to achieve sales targets, promoting our services, and fostering strong business relationships.

### Responsibilities

- Procure new clientele by conducting market research, identifying potential customers, and generating leads through various channels.
- Engage in networking activities such as attending industry events, conferences, and seminars to connect with prospective clients and build professional relationships.
- Retain and strengthen relationships with existing clients by providing exceptional customer service, addressing their needs, and identifying opportunities for upselling or cross-selling.
- Collaborate with the product development team to suggest upgrades or additional products that align with customer needs and market demand.
- Craft persuasive and customized business proposals, presentations, and demonstrations to showcase our products and services to potential clients.
- Negotiate prices, contracts, and terms with clients and vendors to secure profitable deals while maintaining customer satisfaction.
- Regularly review clients' feedback, concerns, and suggestions, and collaborate with internal teams to implement improvements and resolve any issues.
- Implement and utilize business development software and tools to streamline processes, track sales activities, and analyze data to drive informed decision-making.
- Collaborate with the marketing team to develop and execute effective marketing campaigns and strategies to generate leads and increase brand visibility.
- Stay updated with industry trends, competitor analysis, and market dynamics to identify new business opportunities and enhance our competitive edge.

### Qualifications

- Bachelor's degree in Business Administration, Marketing, or a related field. Relevant work experience may be considered in lieu of a degree.
- Proven track record in business development, sales, or a related role, preferably in the technology industry.
- Strong understanding of sales and marketing principles, strategies, and techniques.
- Excellent communication and interpersonal skills, with the ability to build rapport with clients and effectively convey ideas and information.
- Strong negotiation and persuasion skills to close deals and foster mutually beneficial relationships with clients.

### Hiring organization

hkengineerings.co.uk

### Employment Type

Full-time

### Beginning of employment

ASAP

### Duration of employment

Permanent

### Industry

IT and Software Developer

### Job Location

Essex, East England, UK

### Working Hours

39

### Date posted

December 14, 2025

- Exceptional organizational and time management skills to prioritize tasks, meet deadlines, and achieve sales targets.
- Analytical mindset and the ability to interpret data and market trends to drive business growth.
- Self-motivated and results-oriented, with a drive to succeed and exceed sales targets.
- Proficiency in using CRM software and other business development tools is a plus.
- Knowledge of the technology industry and an understanding of software development processes is desirable.

## **Skills**

- Sales and Networking: Proven ability to procure new clients, conduct effective networking activities, and build strong business relationships.
- Customer Relationship Management: Excellent customer service skills and the ability to nurture existing client relationships, address their needs, and retain their business.
- Persuasion and Negotiation: Strong negotiation skills and the ability to persuade clients and vendors to secure favourable deals and pricing.
- Communication: Excellent verbal and written communication skills to effectively present proposals, communicate with clients, and collaborate with internal teams.
- Business Acumen: Solid understanding of business development principles, market dynamics, and industry trends to identify new opportunities and drive business growth.
- Problem-solving: Ability to analyze client feedback, identify areas for improvement, and implement effective solutions.
- Time Management: Strong organizational and time management skills to prioritize tasks, meet deadlines, and achieve sales targets.
- Adaptability: Ability to adapt to changing market conditions, customer needs, and business requirements.
- Analytical Skills: Proficiency in analyzing sales data, market trends, and customer behaviour to inform sales strategies and decision-making

## **Job Benefits**

28 days Annual Paid.