

Sales BDE IT Domain:- Freelancer, Truelancer, Upwork, Lead Generation, Guru, Fiverr, PPH, NDA, Sales Navigator, Payment Milestone, Web Pasting & Followup

<u>SALES</u>	
<u>INTRODUCTION TO IT BUSINESS DEVELOPMENT</u>	<u>IT INDUSTRY OVERVIEW</u>
• Understanding the role of a BDE in the IT sector • Key responsibilities and expectations specific to IT	• Current trends and emerging technologies • IT market analysis and opportunities • Sales strategies and techniques • Marketing principles and strategies • Lead generation and prospecting • Conducting market research • Identifying industry trends and opportunities • Competitive analysis
<u>IT SOLUTIONS AND SERVICES KNOWLEDGE</u>	<u>CLIENT NEEDS ASSESSMENT</u>
• Understanding IT products and services • Keeping up with the latest technology advancements	• Identifying client pain points and IT requirements • Conducting technology assessments
<u>SALES STRATEGIES FOR IT</u>	<u>IT PROPOSAL DEVELOPMENT: BUSINESS PROPOSAL WRITING</u>
• Selling IT solutions and services • Consultative selling in the IT context • Handling objections specific to IT • Developing a business development plan • Long-term and short-term strategies • Growth hacking and innovation	• Creating effective IT proposals • Highlighting technical specifications and benefits • Addressing security and compliance concerns • Creating persuasive business proposals • Proposal formatting and structure • Writing winning proposals

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Computer Institute

• Crafting compelling sales pitches • Effective presentation skills • Handling objections and negotiations	
<u>IT SALES TOOLS AND RESOURCES</u>	<u>DATA MAINTAIN & RECORDS CLIENT DETAILS WITH PAYMENTS MILESTONE</u>
• Familiarity with IT sales software and tools • Utilizing CRM systems tailored for IT sales • Understanding technical demos and trials • Freelancer, Truelancer, Upwork, Lead Generation, Guru, Fiverr, PPH, NDA, Sales Navigator, Payment Milestone, Web Pasting & Followup • Sales automation tools • Sales analytics and reporting • Using technology to streamline processes • Identifying potential clients and leads • Cold calling and email outreach • Social media prospecting	• Google Sheet Maintain for Lead • Google Sheet Maintain for Present Project • Google Sheet Maintain for Pyament Details • Google Sheet Maintain for Exiting Client • Google Sheet Maintain for New Client • All Portals Records and Maintaines
<u>SOFTWARE DEVELOPMENT AND CUSTOM SOLUTIONS</u>	<u>IT PROJECT MANAGEMENT</u>
• Selling software development services • Selling Product Development services • IT solutions to client needs	• Managing IT projects and timelines • Coordinating with technical teams
<u>VENDOR AND PARTNER RELATIONSHIPS</u>	<u>IT SALES METRICS AND REPORTING</u>
• Building relationships with IT vendors and partners	• Key performance indicators in IT sales • Tracking IT sales pipeline and forecasts

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• Leveraging partner resources • Building a professional network • Effective communication and interpersonal skills • Building and maintaining client relationships	
<u>IT SERVICE LEVEL AGREEMENTS (SLAS)</u>	<u>CASE STUDIES AND IT SUCCESS STORIES</u>
• Understanding SLAs and service contracts • Meeting client expectations • NDA	• Analyzing successful IT business development strategies • Learning from real-world IT projects
<u>FINAL IT SALES PROJECTS AND ASSESSMENTS</u>	<u>TEAM COLLABORATION</u>
• Project Applying IT BDE knowledge to real-world IT sales scenarios • Presenting an IT business development plan or strategy	• Collaborating with other departments (e.g., marketing, product development) • Managing cross-functional teams
<u>TIME MANAGEMENT AND PRODUCTIVITY</u>	
• Prioritizing tasks and activities • Time management techniques • Productivity tools and strategies	

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