Job Description: Business Development Executive (BDE)

Ahmedabad | Work From Office | Full-time

Job Snapshot	
Position	Business Development Executive (BDE)
Company	BluTec.AI — "AI That Never Sleeps"
Location	Ahmedabad
Work Mode	Work From Office
Employment Type	Full-time
Qualification	Graduate (any stream)
Experience	0–3 years (strong communicators among freshers are welcome)
Annual CTC	₹5 LPA — ₹3 LPA Fixed + ₹2 LPA Performance-Linked Variable *(Final CTC depends on interview performance)*
Apply At	careers@blutec.ai

1. About BluTec.AI

BluTec.AI helps businesses adopt AI-powered automation solutions that work around the clock — our promise is "AI That Never Sleeps." We are a fast-growing team building the next generation of automation products, and we are looking for a confident, people-first Business Development Executive to help more businesses discover and benefit from them.

2. Role Overview

As a Business Development Executive, you will be the face of BluTec.AI to prospects and clients. You will connect with prospects over calls, schedule and conduct virtual product demos, handle client escalations, nurture long-term client relationships, and identify opportunities to cross-sell upgraded BluTec.AI products as they launch.

3. Key Responsibilities

- **Prospect Calling:** Call and engage inbound and outbound prospects, understand their business needs and qualify leads.
- **Meetings & Demos:** Schedule virtual meetings and conduct product demos via Google Meet; present BluTec.AI solutions clearly and confidently.
- **Revenue Performance:** Drive monthly revenue growth for BluTec.AI by converting qualified leads into paying clients.
- **Follow-ups & Closure:** Follow up with prospects, address objections, negotiate and close deals to drive monthly revenue.
- **Client Escalation Handling:** Act as the first point of contact for client concerns and escalations; coordinate with internal teams for quick, satisfactory resolution and follow through until closure.
- **Client Relationship Management:** Build and maintain strong, trust-based relationships with clients through regular check-ins and proactive support.
- **Cross-selling & Upgrades:** Identify upsell and cross-sell opportunities and introduce existing clients to upgraded and new BluTec.AI products.
- **CRM & Reporting:** Keep CRM records, lead status, notes and follow-ups accurate and up to date at all times, and track your monthly performance.
- **Feedback Loop:** Share client feedback and market insights with the team to help improve our offerings.

4. Required Skills & Competencies

- Excellent verbal and written communication skills.
- Strong negotiation and persuasion ability.
- Result-oriented mindset with a strong drive to deliver monthly revenue results.
- Confidence in handling client conversations, objections and escalations calmly.
- Awareness of AI tools / LLMs (ChatGPT, Gemini, etc.).
- Basic knowledge of CRM, Google Sheets and MS Office.
- Comfort with virtual meeting tools such as Google Meet.
- Good listening, follow-up discipline and a customer-first attitude.

5. Eligibility

- Graduate in any stream.
- 0–3 years of relevant experience in sales, business development, telecalling or client servicing.
- Freshers with strong communication skills are welcome to apply.
- Willing to work from our Ahmedabad office.

6. Good to Have

- Prior experience in SaaS, IT, automation or technology sales.
- Experience handling a CRM and managing a lead pipeline.
- Fluency in English, Hindi and Gujarati.

7. Compensation (Annual CTC)

Annual CTC: ₹5 LPA — comprising ₹3 LPA fixed and ₹2 LPA performance-linked variable pay.

Note: The CTC mentioned above is indicative. The final CTC offered will be decided based on the candidate's performance in the interview process.

8. Growth Path

Stage	Focus
Today	Prospect outreach, demos, CRM discipline and client relationships
Next	Escalation ownership, key-account handling and cross-selling upgraded BluTec.AI products
Future	Senior business development / account management roles as BluTec.AI grows

9. Hiring Process

Telephonic Round → Interview Round → Final Interview

10. How to Apply

Interested candidates can send their updated resume to the email below, with the subject line "Application – Business Development Executive (BDE)".

Apply now: careers@blutec.ai

This is where the Automation starts!