



ChicMic Technologies LLP

F-273, Phase VIII-B
Industrial Focal Point,
Mohali, SAS Nagar,
Punjab - 160071

Job Title: Business Development Executive (Technical Profile)

Experience: Freshers

Job Summary:

We seek highly motivated fresh graduates to join our team as **Business Development Executives**. In this technical role, you will help identify new business opportunities across mobile app, web, game development, and design services. You will assist in creating detailed proposals for clients, working closely with development and design teams to align with their technical requirements.

Responsibilities:

- **Identify new business opportunities:** Research markets, generate leads, and engage prospects in mobile, web, game development, and design services.
- **Prepare technical proposals:** Assist in crafting and submitting proposals for mobile, web, game, and design projects in response to client RFPs, RFQs, and other requests.
- **Collaborate with technical teams:** Work closely with developers and designers to ensure client requirements are understood and met in proposals.
- **Conduct market research:** Analyze industry trends and competitors to identify new business opportunities in mobile, web, game development, and design.
- **Support project coordination:** Liaise between clients and technical teams to ensure that projects are on track and technical requirements are fulfilled.
- **Maintain client relationships:** Foster strong relationships by addressing their technical needs and offering suitable solutions.

Qualifications:

- Bachelor's degree in a technical field such as Computer Science, IT, or Engineering
- Interest in technology, mobile apps, web development, game development, and design services
- Basic understanding of the sales process, with a willingness to learn about technical project bidding
- Strong communication and interpersonal skills
- Analytical thinking with problem-solving abilities
- Ability to collaborate effectively with cross-functional technical teams
- Familiarity with platforms like Upwork is a plus