



Job Title – Business Development Officer

Job Summary

Get a chance to work with KDK Softwares, a company promoted by eminent professionals having decades of experience in the field of Accounting, Banking, Taxation.

We are the fastest-growing company committed to provide reliable, simple & cost-effective Tax Filing solutions.

Tax Filing Software Industry is a very steady and growing industry. This role gives you an immense exposure to the Indian Tax Filing along with E-way Bill environment.

If you are good at communication & convincing skills and looking for a steady growth & rewarding career, this is a Job for you.

Experience: 1 - 5 years in Direct Sales / Inside Sales

Specific skills-

- Strong Inter – Personal Skills
- Should have Sales Flair
- Works Independently, has good judgement and consistent follow through
- Understanding of the Accounting Application Tally Desired
- Familiarity with the Computers, MS Office and different applications.
- Ability to work effectively with demanding customers.
- Familiarity with the Basic Accounting & Taxation concepts desired.
- Should be Aggressive and Target Oriented.

Job Description:

You will be driving the business of E-Way Bill Software in this role. You will be communicating with Prospects and understand their E-Way Bill generation requirements and suggest the solution accordingly. You will be responsible for End to end management of the sales cycle Communicating with prospects, giving Demo, follow up on sales leads handling customer queries selling the right product that meets customer requirement.



- To do research and identify potential customers and evaluate their needs.
- To Seek opportunities through Cold Calls, data available on internet.
- To talk to them understand their requirement and give demo of the Express Way Bill Software on Their Accounting Software (Tally).
- Should have Good Communications and convincing Skills
- Should have passion for Sales and result driven approach.

If you are good at communication, willing to make career in the India Tax Software Industry and looking for a steady growth & rewarding career, this is a Job for you.

About KDK Softwares

KDK has created a landmark journey in the Tax compliance industry by not only offering Specialized Tax Software Solutions, but also by providing the services to the customers.

KDK Softwares, a leading tax compliance software company and with more than 15 years of substantial market presence. KDK Software has evolved to become one of the fastest growing and most respected brand in the Indian Tax filing.