

Job Description

Job Role:	To visit the client and complete the Overall Sale Process
Job Title:	Business Development Officer
Experience:	0-3 Years
Age:	24- 35
Type of position:	Full-Time
Education Requirement	Graduate or CA Final Dropout (Dropped out at least 3-4 years ago)
Location:	India

Experience Required:

- **Must Have**
 - Field Sales with working knowledge of Tax Filing
 - Experience & know how of GST, TDS and Income Tax Return Filing
 - Working Knowledge of Tax Filing Software/ Govt. Utility

Specific skills:

- **Must Have**
 - Soft Sales skills.
 - Good Hindi/English Communication skills
 - Time Management (Planning and Scheduling Appointments to Maximize Visits, Demos)

Job Summary:

BDO will be a CA dropout who has a good knowledge of Income Tax, TDS and GST return filing. You will be driving the business of Tax Filing application in this role. You will be communicating with SME's and Corporates to understand their Tax Filing requirements like Income Tax, TDS, GST and suggest the right plan accordingly. You will be responsible for the end-to end process of lead generation to On-board the customer. You are primarily responsible for work in the market/field and to generate business for the organization through various processes of customer interaction.

Job Description:

- To generate leads from various sources.
- To upgrade the knowledge of the KDK products to assist the customers.
- To understand the customer pain points and give demonstration of the software to clients.

Pre – requirements:

As this is a Field profile, following are the requirements to operate from work:

1. Laptop/ Desktop

Point To Note:

- **Meaning of Visit:** 50 Unique Customers with Profiling inclusive of DIY and DIFM
- Conveyance extra per KM visited.

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