

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

Introduction to IT Business Development	Understanding the role of a BDE in the IT sector Key responsibilities and expectations specific to IT
IT Industry Overview	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
IT Solutions and Services Knowledge	Understanding IT products and services Keeping up with the latest technology advancements
Client Needs Assessment	Identifying client pain points and IT requirements Conducting technology assessments
Sales Strategies for IT	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 Crafting compelling sales pitches Effective presentation skills Handling objections and negotiations
IT Proposal Development: Business Proposal Writing	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
IT Sales Tools and Resources	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

	<p>Using technology to streamline processes</p> <p>Identifying potential clients and leads</p> <p>Cold calling and email outreach</p> <p>Social media prospecting</p>
Data Maintenance & Records Client Details With Payments Milestone	<p>Google Sheet Maintain for Lead</p> <p>Google Sheet Maintain for Present Project</p> <p>Google Sheet Maintain for Payment Details</p> <p>Google Sheet Maintain for Exiting Client</p> <p>Google Sheet Maintain for New Client</p> <p>All Portals Records and Maintains</p>
Software Development and Custom Solutions	<p>Selling software development services</p> <p>Selling Product Development services</p> <p>IT solutions to client needs</p>
IT Project Management	<p>Managing IT projects and timelines</p> <p>Coordinating with technical teams</p>
Vendor and Partner Relationships	<p>Building relationships with IT vendors and partners</p> <p>Leveraging partner resources</p> <p>Building a professional network</p> <p>Effective communication and interpersonal skills</p> <p>Building and maintaining client relationships</p>
IT Sales Metrics and Reporting	<p>Key performance indicators in IT sales</p> <p>Tracking IT sales pipeline and forecasts</p>
IT Service Level Agreements (SLAs)	<p>Understanding SLAs and service contracts</p> <p>Meeting client expectations</p> <p>NDA</p>
Case Studies and IT Success Stories	<p>Analyzing successful IT business development strategies</p> <p>Learning from real-world IT projects</p>
Final IT Sales Projects and Assessments	<p>Project Applying IT BDE knowledge to real-world IT sales scenarios</p> <p>Presenting an IT business development plan or strategy</p>
Team Collaboration	<p>Collaborating with other departments (e.g., marketing, product development)</p> <p>Managing cross-functional teams</p>
Time Management and Productivity	<p>Prioritizing tasks and activities</p> <p>Time management techniques</p> <p>Productivity tools and strategies</p>