ITOrizon®
HIGH IMPACT PROFESSIONAL SERVICES

https://itorizon.com/job/junior-business-development-executive/

Junior Business Development Executive

Hiring organization
ITOrizon

Employment Type
Full-time

Experience
2 to 3 Years

Role Category
Business Development

Industry
IT Services | Software Sales

Job Location
Bangalore, India, India

Date posted
January 2, 2026

Description

About Us

ITOrizon is a global consulting and technology company that helps enterprises design,
implement, and optimize complex supply chain and digital transformation initiatives. Headquartered in Atlanta, USA, with offices in India (Bengaluru) and the UAE (Sharjah), we
partner with global clients across retail, manufacturing, logistics, and distribution sectors.

We combine deep domain expertise with modern technology to deliver practical, scalable
solutions. Our teams work across strategy, implementation, and managed services — helping
organizations adopt leading platforms such as Oracle, Manhattan, Blue Yonder, and our next-generation composable enterprise platform, Karolium.

Role Overview:

ITOrizon is looking for a Junior Business Development Executive with 2–3 years of experience in IT services or software sales. The role focuses on lead generation, pipeline management, and supporting account growth. The ideal candidate is proactive, target-driven, and comfortable engaging with senior stakeholders across mid-size and enterprise clients.

Responsibilities

- Identify and qualify new business opportunities through digital marketing initiatives (LinkedIn campaigns, email nurturing, text messaging), outbound prospecting, networking, and inbound leads.
- Support the end-to-end sales cycle, including discovery calls, solution positioning,
  proposal preparation, and follow-ups.
- Maintain and update CRM systems (NetSuite, HubSpot, Salesforce, Zoho) with accurate lead, opportunity, activity, and pipeline data.
- Work closely with delivery and technical teams to prepare client presentations, demos, and proposals.
- Develop sales collateral such as pitch decks, case studies, and digital campaign materials for target industries.

Required Skills & Experience

- 2–3 years of experience in Business Development or Sales within IT, software, or
  technology services.
- Strong communication and presentation skills, with the ability to clearly articulate value propositions to both business and technical stakeholders.
- Working knowledge of B2B sales processes, CRM tools, and basic digital marketing practices (LinkedIn Sales Navigator, email automation tools).

Nice to Have:

- Exposure to supply chain, logistics, ERP, cloud, or SaaS solutions.
- Experience working with global clients and cross-functional teams.

How to Apply:

Email your Resume to engage@itorizon.com