Online Bidder – IT Sales

Description

- Identify, bid, and win projects on online platforms such as **Upwork, Freelancer, Guru, Fiverr, PeoplePerHour**, etc.
- Prepare and submit compelling proposals tailored to client requirements.
- Generate qualified leads and follow up with prospects to convert into business.
- Communicate with potential clients via chat, email, video calls, and other mediums.
- Collaborate with the technical team to prepare estimates, timelines, and scope of work.
- Maintain strong relationships with existing clients for repeat business and referrals.
- Track bidding activity, proposal submissions, and outcomes for regular reporting.
- Stay updated on industry trends, pricing, and new business models.

Responsibilities

- Bachelor's degree in **Business Administration, IT, Computer Science, or related field**.
- Prior experience in online bidding or IT sales is highly desirable.
- Familiarity with CRM tools and lead management software is a plus.

Qualifications

- Strong written and verbal communication skills in English.
- Knowledge of bidding portals and online marketing.
- Understanding of software development lifecycle and IT services (Web Development, Mobile Apps, SaaS, etc.).
- Ability to understand client requirements and translate them into effective proposals.
- Excellent negotiation and interpersonal skills.
- Self-motivated with the ability to work independently and as part of a team.

Contacts

Candidates from Kolkata or nearby areas are preferred.
Interested candidates share your CVs to hrm@lnsel.com or Whatsapp 8100875471
or contact :9903986256 / 03340695179

Hiring organization
Lee & Nee Softwares (Exports) Ltd

Employment Type
Full-time

Job Location
Sec v, Kolkata

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18/06/2025