

Are you a skilled cold caller and love networking with people across the globe?

Are you a proven self-starter with a motivation to deliver exceptional results?

If yes, then here is an opportunity that we have for you!

Sagacious IP is looking for an experienced and resourceful **Business Development Executive** who –

- can foster a collaborative environment with the pre-sales team within the organization and **contemplate and understand how to leverage client data** and thereby capitalize on business trends and opportunities
- can develop and **implement growth opportunities** in existing and new markets effectively
- **is customer-obsessed** and ready to solve the changing needs of our clients by providing them with best fit services and **advise them with effective strategy for their IPRs**
- can make primary calls, handle email campaigns effectively, rigorously follow-up and convert leads into business
- can **manage end to end sales cycle** along with handling our marketing campaigns efficiently

What you will get?

- You will get an opportunity to **work with one of the largest providers of IP research** services globally
- You will get to **learn the best practices and analytical approach of Senior members of the ICT team** and learn impending sales strategies from them
- Get a chance to **network with decision makers of big brands across the globe** and develop and maintain fruitful relationships with them

- Get an opportunity to **earn exhilarating incentives** for every deal that you crack

Mandatory skills needed –

- excellent and persuasive communication skills
- 1-3 years' experience in selling of IP services to global clients

Shift Timing for this profile will be 3:30 PM to 11:30 PM, but the candidate should also be open for US shift.

If you find this profile interesting and are excited for a challenging career ahead, we would love to know you more. Please share your resumes at careers@sagaciousresearch.com

About Us:

Sagacious Research is a fast-growing Intellectual Property Research and Patent Search firm based in India, providing patent search and in-depth licensing support. We work with global firms in domains like electronics, telecom, biotech, pharma, mechanical, etc. to consult them on their technical research relating to intellectual property. At Sagacious, specialized & dedicated patent search experts work with patent practitioners, inventors/researchers, in-house patent counsels/businesses, and technology investors throughout the patent lifecycle helping them take informed decisions. Most important of our service offerings include prior art/ patent searches, patent licensing & litigation support, patent drafting support, and patent watches/monitoring. Value proposition of Sagacious is uncomplicated - top-quality work product and timely delivery.