"BIT ADVANCE PROCESSING UNIT"

"Business Development Executive"

We delivered "NexGen IIoT Solutions"

Drive the Future of Smart Manufacturing, Smart Services, Smart Solutions.

Are you a dynamic sales professional with a passion for cutting-edge technology and a deep understanding of industrial operations?

NexGen IIoT Solutions is a leading innovator in embedded industrial IoT products, revolutionizing how industries operate across India. We're seeking an ambitious and results-oriented Business Development Executive to spearhead our growth in the thriving Pune market. If you have a proven track record of selling complex technical solutions, building strong client relationships, and thrive in a fast-paced environment, we want to talk to you!

Why Bit Advance?

- **Pioneer the IIoT Revolution:** Be at the forefront of a rapidly expanding market (India's Industrial IoT market is projected to reach USD 28.15 Billion by 2033, growing at a CAGR of 12.90% from 2025-2033!).

- **Impactful Solutions:** Sell advanced embedded hardware and software that directly optimize efficiency, reduce downtime, and drive profitability for industrial clients.

- **Innovative Product Portfolio:** Represent a range of state-of-the-art IIoT products, including smart sensors, edge devices, gateways, predictive maintenance solutions, and industrial automation control systems.

- **Lucrative Opportunities:** Enjoy a competitive compensation package and incentive (with significant potential for higher earnings based on performance and experience in this specialized domain).

- **Growth & Development:** Join a supportive team with opportunities for continuous learning and career advancement in a high-demand industry.

- **Collaborative Environment:** Work closely with our embedded engineering and product teams to translate market needs into innovative solutions.

What You'll Do:

As a Business Development Executive at Bit Advance, you will:

- Identify, qualify, and secure new business opportunities for our embedded Industrial IoT products and solutions within the manufacturing, energy, oil & gas, logistics, and other industrial sectors.

- Develop and execute strategic sales plans to achieve and exceed sales targets in the Pune region and beyond.

- Conduct in-depth market research to understand customer pain points, industry trends, and competitor landscapes.

- Build and nurture strong, long-term relationships with key decision-makers (CXOs, Head of Operations, Plant Managers, IT/OT heads) in target organizations.

- Present compelling value propositions, conduct product demonstrations, and tailor solutions to meet specific client requirements.

- Prepare and deliver persuasive proposals, negotiate contracts, and close deals.

- Collaborate with the technical and product teams to provide customer feedback and contribute to product roadmap development.

- Manage the sales pipeline, forecast sales accurately, and report on sales activities.

- Represent Bit Advance at industry events, trade shows, and conferences.

What You Bring:

- Bachelor's degree in Engineering (Electronics, Electrical, Instrumentation, Computer Science) or Business Administration with a strong technical aptitude.

- **1-2 years of proven business development or technical sales experience, specifically within the Industrial Automation, IoT, or Embedded Systems domain.**

- Demonstrated understanding of Industrial IoT concepts, embedded hardware (sensors, edge devices, microcontrollers), communication protocols (Modbus, Profibus, Ethernet IP, MQTT), and industrial applications.

- Strong network within the industrial sector in Pune and surrounding regions is highly desirable.

- Excellent communication, presentation, and negotiation skills.

- Ability to articulate complex technical concepts to both technical and non-technical audiences.

- Self-motivated, target-driven, and capable of working independently as well as part of a team.

- Proficiency in Microsoft Office Suite.

- Willingness to travel locally and regionally as required.

Location: Pune, Maharashtra, India

Ready to connect industries with the power of IIoT?

Apply Now!

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