



<https://mavorion.com/job/business-development-officer/>

Business Development Officer

Description

We are seeking a dynamic and results-driven Business Development Officer who will be responsible for promoting and selling technology-based products and solutions. The ideal candidate will combine strong technical understanding with marketing and sales expertise to drive customer acquisition, build lasting relationships, and support revenue growth.

Responsibilities

- Promote and sell IT solutions, software, and technology products to targeted markets.
- Conduct product demonstrations and presentations tailored to client needs.
- Develop a deep understanding of product technical specifications and applications.
- Identify new business opportunities and maintain a strong sales pipeline.
- Collaborate with the technical and product teams to align customer requirements with product offerings.
- Prepare sales proposals, quotations, and respond to RFPs/RFQs.
- Participate in trade shows, exhibitions, and customer engagement activities.
- Maintain accurate records of customer interactions, sales activities, and forecast reports.
- Achieve monthly, quarterly, and annual sales targets.

Qualifications

- Bachelor's degree in Marketing, Business, IT, or a related field.
- Minimum 2–3 years of experience in B2B marketing (preferably in IT, SaaS, or tech domains).
- Strong understanding of software products and technology solutions.
- Excellent communication, negotiation, and presentation skills.
- Ability to translate technical information into business value for clients.
- Self-motivated, target-driven, and able to work independently or as part of a team.

Job Benefits

- Competitive Salary
- Provident Fund
- Travel And Daily Allowance (TADA)
- Accidental And Medical Insurance
- Leave As Per Labor Law
- Festival And Vacation Allowances
- Nutritious On-Site Meal Facilities
- Fuel Allowance
- Performance-Based Rewards And Recognition Programs
- 5-Working Days
- Recreational And Team-Building Programs
- Continuous Learning And Development

Hiring organization

Mavorion Systems Pvt. Ltd.

Title: Operations Officer

Position: Mid-Level

Experience: Min. 1 Year

Employment Type

Full-time

Job Location

Kathmandu

Working Hours

9:00-18:00

Date posted

May 20, 2025

- Leave Encashment Options For Added Flexibility
- Positive And Inclusive Work Culture
- Mental Well-Being Initiatives
- Growth Opportunities

Contacts

We're excited to meet people who not only have the skills—but also the mindset to make a real impact.

Apply today and be part of our mission to power smarter systems for a healthier tomorrow.

Human Resource Department
Mavorion Systems Pvt. Ltd.
26/15 Samata marga, Baluwatar
Kathmandu 44616, Nepal