

Job Title: Business Development Executive (Lead Generation - IT Services)

Job Overview:

We are looking for a proactive and result-driven Business Development Executive who can help us generate high-quality leads and schedule client meetings for our IT services. This is a performance-focused role where your primary responsibility will be to bring potential clients from international markets such as the US, UK, and Australia.

About Us:

Ascore Technologies is a full-service IT solutions company specializing in web development, CRM, ERP, and custom software solutions. We work across technologies like PHP, Laravel, Salesforce, and modern frameworks to deliver scalable business solutions.

Key Responsibilities:

- Generate qualified leads through platforms like Upwork, LinkedIn, email outreach, and other channels
 - Initiate conversations with potential clients and set up meetings
 - Understand client requirements and align them with our service offerings
 - Maintain a consistent pipeline of prospects
 - Collaborate with the internal sales/technical team for deal closure
-

Requirements:

- Proven experience in IT lead generation or business development
- Strong communication and negotiation skills
- Experience working with international clients (preferred)
- Knowledge of IT services like web development, CRM, or SaaS solutions
- Self-driven with a target-oriented mindset