

WORK VAPOR

Job Link: <https://workvapor.in/jobs/business-development-manager-it/>

HIRING ORGANIZATION

ACTHorizon

EMPLOYMENT TYPE

Full-time

JOB LOCATION

India

? Remote work from: INDIA

DATE POSTED

? March 5, 2026

BUSINESS DEVELOPMENT MANAGER – IT

DESCRIPTION

Company Name: ACTHorizon

Job Type: Full-time

Salary: Commission Based

Location: India

Email: info@acthorizon.com

Contact HR: +91 7249465017

Job Description:

Job Title: Business Development Manager – IT

Company: ACTHorizon (Alpha Computer Technologies Horizon)

Industry: IT Services & Technology Solutions

Employment Type: Full-time

Experience: 1–3 years (flexible for the right candidate)

About ACTHorizon

ACTHorizon is a fast-growing IT startup delivering cutting-edge technology solutions to global clients. We specialize in custom software development, cloud solutions, cybersecurity, IT consulting, and digital transformation. As a startup, we value ownership, agility, and a strong growth mindset.

Role Overview

We are looking for an ambitious Business Development Manager – IT to drive client acquisition, build strong partnerships, and expand our global footprint. You will play a key role in shaping ACTHorizon's growth strategy and revenue pipeline.

Key Responsibilities

- Identify, develop, and close new business opportunities in IT services and solutions
- Generate leads through outbound sales, networking, partnerships, and online platforms

- Understand client requirements and propose suitable IT solutions
- Build and maintain long-term relationships with clients and partners
- Prepare proposals, presentations, and commercial negotiations
- Collaborate with technical and delivery teams to ensure client success
- Track sales pipeline, forecasts, and revenue targets
- Represent ACTHorizon in meetings, events, and virtual demos

Required Skills & Qualifications

- 3+ years of experience in IT sales / business development
- Strong understanding of IT services (software development, cloud, cybersecurity, etc.)
- Proven track record of meeting or exceeding sales targets
- Excellent communication, negotiation, and presentation skills
- Experience working with international clients (preferred)
- Ability to work independently in a startup environment
- Familiarity with CRM tools and sales reporting

What We're Looking For

- Self-driven, result-oriented, and proactive mindset
- Strategic thinker with hands-on execution ability
- Comfortable with fast-paced startup culture
- Passion for technology and business growth

What We Offer

- Opportunity to grow with a global IT startup
- Performance-based incentives and career growth
- Flexible work environment
- Direct exposure to leadership and decision-making
- Chance to build and scale new markets

How to Apply

Email your CV to: info@acthorizon.com

Contact number: 7249465017