

## **Business Development Manager**

**Experience:** 2 to 5 years, **Vacancy no:** 2

**Age:** 25 to 40 years, **Education:** Any graduation/ MBA

- Developing a business development strategy focused on financial gain
- Arranging business development meetings with prospective clients
- Promote the company's products/services addressing or predicting clients' objectives
- Prepare sales contracts ensuring adherence to law-established rules and guidelines
- Keep records of sales, revenue, invoices etc.
- Provide trustworthy feedback and after-sales support
- Build long-term relationships with new and existing customers
- Hire and build the sales and business development Team.
- Develop and implement new sales initiatives, strategies and programs to capture key demographics outside India
- Provide daily report of field sales success and communicate VOC data to Management
- Train the team on a weekly basis for upgrading the sales skills and prospecting skills.

### **Requirements and skills:**

- Proven working experience as a business development manager, sales manager or a relevant role in a digital marketing agency or IT company.
- Proven sales track record
- Experience in customer support is a plus
- Proficiency in English
- Market knowledge
- Communication and negotiation skills
- Ability to build rapport
- Time management and planning skills