
JOB TITLE:	Business Development Manager	EXPERIENCE:	2-6 Years
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Department/Group:	Sales	Location:	On Site Noida
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ROLE AND RESPONSIBILITIES

- Generating sales from inbound and outbound leads.
- Work closely with team members to identify, position, and qualify opportunities. Identify business opportunities by identifying prospects.
- Connecting with prospects (senior management officials like CEOs, CMOs, Vice Presidents, etc.) and convince them to subscribe to our market research and consulting services.
- Make sure leads are handled in a timely and appropriate manner, schedule calls with prospective clients, and continue to follow up with prospective clients throughout the sales cycle.
- The role will work in liaison with the internal project team and sales teams to generate potential customers and ensure the projects are executed as per the client's requirements.
- Develop project scope and methodologies while working with the project team to submit proposals to the client with regular follow-ups to close the sale.
- Convert sales into long term accounts by maintaining good relations with previous clients.

LOOKING FOR SOMEONE WITH

- 2-6 years of relevant experience
- Excellent communication and presentation skills to interact with external clients and internal senior managerial teams.
- Strong negotiation and pitching skills.
- Strong interpersonal skills, including the capability to quickly build rapport with stakeholders.
- Proficiency in MS Office - Excel, Power point and Word