



<https://www.workbetterindia.com/job/business-development-manager/>

Business Development Manager

Employment Type

Full-time

Responsibilities

- Mainly responsible for New Client Acquisition, Key Account Management and Servicing.
- Meet monthly, quarterly and yearly sales targets in accordance with strategic sales plan, developed by the Sales Head.
- Map and create a database of target customers, basis understanding of product & service.
- Establish new business connects through leads generated by self.
- Identify and meet potential clients and decision makers within client organizations – and subsequently growing, maintaining, and leveraging one's network.
- Understanding customer needs and requirements. Ability to effectively handle customer objections by having any innate understanding of the company's product offerings.
- Persistent follow – ups with the business accounts until closure of sales cycle and taking ownership of the sales being closed.
- Establish and maintain robust relationships with clients, and having a know-how of every business opportunity in a client organisation.
- Mastering the art of upselling, cross-selling and referral generation in the course of business.
- Networking in the industry and keeping track of current trends, market position and business environment.
- Contribute to the overall achievement of the team's revenue and non-revenue targets.

Qualifications

1 – 3 years of relevant experience in a similar role with a proven sales record preferably in a Corporate or Institutional training firm.

Skills

- An impeccable command over written and spoken English.
- A key component- an exceptional ability to cultivate and build relationships with key customers and pan India clients with strong follow up is required.
- A proven track record and enthusiasm in meeting and exceeding sales targets with a serious passion for Sales.
- Excellent presentation, persuasion, audience handling and sales closing skills are a must.
- Have the ability to handle objection and problems presented by clients and convert them into solutions.

Hiring organization

Work Better Training

Job Location

Work From Home

Working Hours

5 DAYS (Mon-Fri) 9:30 AM- 6:30 PM

Date posted

September 28, 2021

- Strong research skills to prospect and build on industry expertise to expand company acquisition and clients.
- Outstanding organizational skills and the ability to multitask, identify issues and prioritize to deadlines and client needs.
- Be organized and methodical and must possess the ability to manage high stake projects under pressure simultaneously.
- The desire to learn and constantly engage in self- development is a must.
- Ability to work in a high-pressure environment and deliver results.
- Must possess computer literacy and knowledge of MS Office (Word, Excel & Outlook) & knowledge of Sales CRM.

Job Benefits

Based on your current CTC, competitive as per Industry Standards.