



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

## Business Development Specialist

### Employment Type

Full-time

### Responsibilities

- ☑ Interact with CHROs, L&D leaders and Business leaders in the client organizations & present WB for Business products & services.
- ☑ Manage complex sales situations & acquire clients based on value-based selling.
- ☑ Follow the complete sales cycle from Prospecting to Deal closure within defined timelines.
- ☑ Map and create a database of target customers, basis understanding of product & service.
- ☑ Establish new business connects through leads generated by self.
- ☑ Interact with the internal marketing, solutions & delivery team while proposing solutions to the prospective clients.
- ☑ Keep informed of product line, competition and industry trends that may impact client business activities.
- ☑ To drive both volume and value sales.
- ☑ Create client demos/ presentations, quotes & proposals.
- ☑ Utilize Zoho CRM to provide timely and accurate sales activity tracking and status updates.
- ☑ Hunt for new business and logos from new and established customer relationships.
- ☑ Forecast sales activity and revenue achievement while creating satisfied customers.
- ☑ Resolve client issues in a timely and thorough manner; escalate issues to manager as appropriate.

### Qualifications

Bachelor's Degree, preferably a MBA. Minimum 5 years of B2B acquisition sales, business development and account/relationship management experience.

### Skills

- ☑ Excellent presentation skills, highly motivated and able to work independently and creative problem solver.
- ☑ Ability to excel in a cross functional collaborative work environment.
- ☑ Ability to influence stakeholders and create successful outcomes.
- ☑ Persistent follow – ups with the business accounts until closure of sales cycle and taking ownership of the sales being closed.
- ☑ Team player who can integrate and raise the bar for the existing sales team.
- ☑ An assertive personality, driven by performance would be

### Hiring organization

Work Better Training

### Job Location

Work From Home

### Working Hours

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

### Date posted

December 14, 2021

a good fit for this role.

☑ Business forecasting, pipeline development and management skills are required.

☑ Preferable industry experience- L&D, HR consulting, ITeS,Saas, edtech, BFSI, Media and Internet.

☑ Must have strong interpersonal and networking skills.

☑ Excellent written and verbal communication.

☑ Innovative and a Growth Mindset is a must.

☑ Strong Internet research skills with excellent PC literacy [google sheets, doc, slides, PowerPoint].

### **Job Benefits**

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