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Offices 501-530, 5th Floor, Sohrab Hall, Pune 411001

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Job Title: Business Development Manager

Job Description:

As a Business Development Manager, you will play a crucial role in driving the growth and success of our organization. Your responsibilities will involve identifying new business opportunities, building and maintaining client relationships, and contributing to the development and execution of strategic plans. You will be a key player in expanding our market presence and achieving revenue targets.

Key Responsibilities:

Strategic Planning:

Business Strategy: Contribute to the development and implementation of the organization's overall business development strategy.

Market Research: Conduct market research to identify trends, opportunities, and potential challenges. Stay informed about industry developments.

Lead Generation and Acquisition:

Prospecting: Identify and target potential clients, partners, and opportunities for business expansion.

Sales Pipeline Management: Manage the sales pipeline, tracking leads and opportunities from identification to closure.

Client Acquisition: Develop and execute strategies to acquire new clients and customers, meeting or exceeding sales targets.

Relationship Building:

Client Relationship Management: Build and nurture strong relationships with existing and potential clients, understanding their needs and ensuring customer satisfaction.

Partnerships: Explore and establish strategic partnerships with other businesses to enhance the organization's offerings and market presence.

Proposal Development:

Proposal Writing: Prepare compelling business proposals and presentations, showcasing the value proposition of our products or services.

Contract Negotiation: Lead negotiations with clients, ensuring mutually beneficial terms and conditions.

Team Collaboration: Cross-Functional Collaboration: Work closely with marketing, sales, and product development teams to align business development strategies with organizational goals.

Knowledge Sharing: Share market insights, client feedback, and competitive information with internal teams to enhance overall business intelligence.

Market Expansion:

Geographic Expansion: Identify and assess opportunities for market expansion, both regionally and globally.

Reporting and Analysis:

Sales Performance Analysis: Analyze sales performance data to evaluate the effectiveness of business development strategies and make data-driven recommendations.

Reporting: Prepare regular reports on business development activities, achievements, and areas for improvement for management.

Qualifications and Skills:

Educational Background: Bachelor's or Master's degree in Business Administration, Marketing, or a related field.

Experience: Proven experience in business development, sales, or a related field, with a track record of achieving and exceeding sales targets.

Strategic Thinking: Strong strategic thinking and planning skills, with the ability to align business development activities with broader organizational objectives.

Communication Skills: Excellent communication and interpersonal skills for effective client engagement, negotiation, and presentation.

Sales Acumen: Strong sales and negotiation skills, with a deep understanding of the sales process.

Analytical Skills: Ability to analyze market trends, competitor activities, and sales performance data to inform strategic decisions.

Team Leadership: Leadership skills to guide and motivate a business development team.

Networking: Strong networking abilities to establish and maintain relationships with key stakeholders.

Problem-Solving: Creative problem-solving skills to address challenges and capitalize on opportunities.

Adaptability: Ability to adapt to changing market conditions and business priorities.

Ethical Conduct: High ethical standards and integrity in all business dealings.

If you are a results-oriented and strategic business development professional with a passion for driving growth, we invite you to join our team as a Business Development Manager and contribute to the success and expansion of our organization.

## Workaholik