



HIRING

Job Role: Business Development Associate

Location: Bangalore

Salary : 3 LPA - 4 LPA

Duration: Full Time

Qualification: Any Graduate

Year of Passout: 2021,2022 & 2023

Bond : No

Shifts : Night Shifts

Benefits: Cab facilities will be provided

Knowledge, Skills and Abilities:

1. Excellent communication, discovery, and presentation skills (written and verbal) to persuasively connect with senior level decision makers.
2. Excellent Customer Service skills.
3. High level of proficiency in Microsoft Suite applications (Word, PowerPoint, Excel, Outlook)
4. Proven ability to maintain a steady pipeline for short/mid/long term sales goals.
5. Ability to work independently within a team environment with a Target-oriented approach.
6. Empathetic and strategic mindset with a broad-based understanding of B2B industry and business.

Responsibilities:

1. Demonstrate effective selling skills and product understanding to uncover customer needs to position an appropriate solution.
2. Update and create tailored client proposals and negotiate further to close the deals.
3. Understand, monitor and evaluate industry trends and customer drivers.
4. Develop and maintain relationships with key personnel across various business sectors.
5. Manage proposal response process, including detailed RFP requirements, content creation, and inputs from various sources.
6. Update and create tailored client proposals and negotiate further to close the deals.
7. Nurturing accounts and contacts through various mediums of communication.
8. Develop and implement overarching sales and business development strategy, sales processes, structure, and best practices across the company.
9. Support deal structure and pricing with business value analysis; negotiate prices for proactive bids and proposals
10. Maintain and share professional knowledge through education, networking, events, and presentations.