

## **BDM : Job description**

### **Job brief**

We are hiring Business Development Manager to take over a mix of existing accounts and new sales territory. To excel in this role you should be an active listener, have a compelling sales personality, and a hunger to chase and close new business from cold calls and inbound warm leads.

### **Responsibilities**

- Contacting potential clients to establish rapport and arrange meetings.
- Planning and overseeing new marketing initiatives.
- Researching organizations and individuals to find new opportunities.
- Increasing the value of current customers while attracting new ones.
- Finding and developing new markets and improving sales.
- Attending conferences, meetings, and industry events.
- Developing quotes and proposals for clients.
- Developing goals for the development team and business growth and ensuring they are met.
- Training personnel and helping team members develop their skills.

### **Requirements**

- Strong communication skills and IT fluency.
  - Ability to manage complex projects and multi-task.
  - Excellent organizational skills.
  - Ability to flourish with minimal guidance, be proactive, and handle uncertainty.
  - Proficient in Word, Excel, Outlook, and PowerPoint.
  - Comfortable using a computer for various tasks.
  - Negotiable and convincing skill
  - Willing to travel if needed
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- **Bachelor's degree in business, marketing or related field.**
  - **5 year or above experience in sales, marketing or related field.**

**Location:** Chennai