

Job Description:

Designation:	Business Development Manager – L3/L4	Department	Business Management
Required Experience	5-6 years	Job Location:	Noida

Responsibilities:-

- Research for current market penetration/new market entry and generating business leads.
- Database crunching and making strategy to add new Clients
- Converting Prospects to business deals by handling the initial client discussion and get them interested/eager to avail our services.
- Responsible for business proposal negotiation and process coordination
- Generating periodically reports on client portfolio
- Guiding, mentoring, and delegating the tasks to the team members
- Motivating and engaging the team to achieve goals

Requirements:-

- 5+ Years of proven experience as a Business development and client relationship management
- In-depth knowledge of full recruitment cycle and business process
- Presentable Professional and good in client relations
- Research oriented individual
- Pro with market technologies and trends
- Must have excellent written and verbal communication skills
- Good in data analytics and management
- Knowledge of Office automation tools (MS Office, MS Excel etc)
- Technical qualification preferred MBA (Marketing & Sales)
- Self-confidence and self-starter
- Ability to learn technical information
- Open to travel
- Adaptable, enthusiastic and energetic

Perks and Benefits:

- Competitive salary as per market standards
- Referral Bonus
- Rewards and Recognition program
- Periodic training & development sessions for professional development
- Work life balance (5 working days and flexi working hours)

If you feel this JD matches your skills and experience, kindly share your updated CV at careers@successpact.com

We will also appreciate your references!