



Business Development Manager

- Collect data on clients, competitors and market place and consolidate information into actionable items, reports and presentations in a CRM tool.
- Understand business objectives and research to discover prospective clients and contacts.
- Perform valid and reliable market research inputs.
- Interpret data, formulate reports and make recommendations.
- Use online market research and catalogue findings to databases.
- Contacting potential clients to establish rapport and arrange meetings
- Planning new marketing initiatives.
- Researching organizations and individuals to find new opportunities.
- Finding and developing new markets and adding clients.
- Familiarizing yourself with all products and services offered by our company.
- Procuring new clients through collaboration with the marketing department.
- Developing quotes and proposals for clients.
- Should be able to understand client needs.

Experience and must have skills

- Minimum 5+ years experience in Business development with corporate clients.
- Proven Market Research Analysis and B2B business development experience.
- Ability to interpret data and to multi-task
- Strong communication and presentation skills
- Excellent knowledge of collecting and maintaining databases and MS Office
- Strong analytical and critical thinking

Qualification: Any Graduate

Job Location : Bangalore