

Business Development Manager

Roles & Responsibilities:

- Maintain strong relationships with existing customers and hunt for new business.
- Arrange business meetings and conversations with existing and prospective customers
- Build trust and long-term relationships with customers
- Work with sales team, operations, marketing, and team members from other departments to ensure all sales needs are met
- Work with vendors and dealers on assigned business. Scorecard against expectations and hold accountable
- Manage records of sales forecasts, revenue, and other important data
- Plan and present reports on account progress, goals, and quarterly initiatives to share with team members
- Make professional decisions in a fast-paced environment
- Cultivate positive interactions & relationships with sales representatives, team leaders and managers, and executives to evaluate sales strategy and results
- Develop ways to improve the customer experience and build the brand

Skills:

- Bachelor's degree in business, marketing or related field.
- Experience in sales, marketing or related field.
- Ability to manage complex projects and multi-task.
- Must have excellent organizational skills.
- Should have good communication, selling and negotiation skills.

Position: Business Development Manager

No. of Posts: 1

Experience: 3 to 5 Years

Gender: Male

Education: Graduate/Postgraduate

Location: Madhapur, Hyderabad

Mode of Employment: Full Time/ Permanent

Notice Period: Immediate/ 15 days

Office Address: Trendz JR, 5th floor, Plot No: 23 & 24,
Survey No:31 to 36, Vittal Rao Nagar, HITEC City, Hyderabad,
Telangana, 500081.

