



Job Position:
Business Development
Manager



Location:
Kolhapur

Experience: 1-3 years

Roles & Responsibilities:

- Understand the customer's business, business strategy and industry direction and manage a
- Long-term, sustainable business portfolio.
- Understand the market and produce the USP's of the in-house products that are developed.
- Responsible to classify the leads from potential Colleges, Universities, Schools, Channel partner etc.
- Work on assigned leads and generate referrals from every visit that is made to the customer.
- Leading the sales effort & assisting the team in achieving the preset revenue targets.
- Achieve sales targets as assigned by the organization month-on-month basis.
- Handling Brand promotion & new product launching activities conducting promotional programs.
- Leveraging brand visibility in the designated markets through e-mails, product awareness camps & product promotions campaigns.
- Devise policies to maximize the customer satisfaction by offering them specific services.
- Plan, execute and monitor the sales operations with the objective of attaining accelerated growth.
- Accountable for formulating sales strategy and collections for the achievement of budgeted target.
- Working with Sales teams and providing pre-sales support including developing case studies, proposals, and presentations and arranging conference calls.
- Present new products and services to various schools, colleges, universities and enhance existing relationships.
- Preparing proposals, Tenders, draft and supporting documents like case studies, and acknowledgment letters.
- Tracking and qualifying new opportunities on various portals (Govt. / non-Govt.) and websites.

- Plan approaches and pitches work with a team to develop proposals that speak to the client's needs, concerns and objectives.
- Analyze data trends and client performance, develop solid strategic sales plans, and prepare and conduct strategic pitches and sales presentations.
- Increase sales of the Company's products and achieve the agreed targets within the key accounts.
- Analyze sales performance based on defined key performance indicators, and to set up improvements in order to reach the best results.

Skills required:

- Specialization in Marketing or related field.
- Experience in sales, marketing or related field.
- Strong communication skills.
- Strong Interpersonal skills and long-term dedication in the Business Development of the company.
- Fluent in English.
- Must know MS office well.
- Excellent presentation skills.
- PowerPoint & Email etiquettes.
- Ability to work with minimal guidance, be proactive, and handle uncertainty.
- Ability to handle ambiguity and multi-task effectively.
- Digital transformation / digital services expertise.
- Previous experience e in the Education domain is required.

Soft Skills required:

- Excellent communication skills.
- Team Building Skills.
- Strive to deliver Client Satisfaction.
- Forecast sales targets and ensure they are met as per the deadline.
- Address client needs and builds financial plans while striving to outperform and exceed prior profitability and revenues.
- flexible & open for new challenges.
- Self-Starter & ready to go the extra mile.
- Highly motivated & self-driven with a proven ability to perform multi-tasking.
- Immediate Joiner preferred.

Benefits:

- Excellent Career Progression.
- Opportunity to work on large EDuTech projects.
- Energetic and Enthusiastic Work Environment.
- High energy team.
- Mentorship from innovative teammates.
- Competitive Compensation Package.
- We have a team and company-wide outings.
- Monthly and Yearly Awards Ceremony.

