

Designation - Business Development Manager

No. of Vacancies - 2

Job Location – Delhi

Roles and Responsibilities:

Research and identify new business opportunities - including new markets, growth areas, trends, customers, partnerships, products, and services - or new ways of reaching existing markets

- seek out the appropriate contact in an organisation
- generate leads and cold call prospective customers
- meet with customers/clients face to face or over the phone
- foster and develop relationships with customers/clients
- understand the needs of customers and be able to respond effectively with a plan of how to meet these
- think strategically - seeing the bigger picture and setting aims and objectives in order to develop and improve the business
- have a good understanding of the businesses' products or services and be able to advise others about them
- train members of your team, arranging external training where appropriate
- discuss promotional strategy and activities with the marketing department
- attend seminars, conferences and events where appropriate
- keep abreast of trends and changes in the business world.