

JOB DESCRIPTION FOR THE POST OF BUSINESS DEVELOPMENT MANAGER	
<b>DESIGNATION</b>	Business Development Manager
<b>EXPERIENCE</b>	05 to 08 years (with 3 years managing a BD team)
<b>QUALIFICATION</b>	MBA from a reputed Institute
<b>COMMUNICATION LANGUAGE</b>	English, Hindi, Marathi & Other Languages (added advantage)
<b>LOCATION</b>	Mumbai (Must be able to travel 30% of the time could be across India)
<b>ROLES &amp; RESPONSIBILITIES</b>	<ul style="list-style-type: none"> <li>➤ To deliver the product knowledge and benefits to the stakeholders &amp; promote continuous product usage, to accelerate the sales volume.</li> <li>➤ To build and maintain the business relationship with every client.</li> <li>➤ To get involve in Product planning and execution throughout the product lifecycle, including; gathering and prioritizing product and stakeholders' requirements.</li> <li>➤ To ensure revenue and customer satisfaction goals are met.</li> <li>➤ To ensure the product supports the company's overall strategy and goals.</li> <li>➤ Assimilate qualitative information (feedback from clients, research reports, market trends and statistics) and capitalize that information to better the product and customer service.</li> <li>➤ To be voice of the user and must be passionate about adding value to user experience.</li> <li>➤ Defining and iterating the product, solving problems as they pop up and closely managing scope to enhance the product value.</li> <li>➤ Generate new product ideas, enhancements to existing product</li> <li>➤ Having worked in the Logistics workforce management field would be a plus.</li> </ul>
<b>SKILLS REQUIRED</b>	<ul style="list-style-type: none"> <li>➤ Ability to grasp technology concepts</li> <li>➤ Confident, energetic, self-starter</li> <li>➤ Effective leader</li> <li>➤ Extremely goal oriented and well-organized</li> <li>➤ Excellent telephone skills and effective in spoken and written English</li> </ul>
<b>DESIRED SKILLS</b>	<ul style="list-style-type: none"> <li>➤ Positive, pro-active attitude with a will to deliver quickly, excellent analytical skills.</li> <li>➤ Must poses entrepreneurial approach.</li> <li>➤ Must be analytically driven and data focused.</li> <li>➤ Exceptional leadership qualities.</li> </ul>