

JOB DESCRIPTION FOR THE POST OF BUSINESS DEVELOPMENT MANAGER-DELHI	
DESIGNATION	Business Development Manager
EXPERIENCE	05 to 08 years (with 3 years managing a BD team)
QUALIFICATION	MBA from a reputed Institute
COMMUNICATION LANGUAGE	English, Hindi, Marathi & Other Languages (added advantage)
LOCATION	Delhi (Must be able to travel 50% of the time across NCR)
ROLES & RESPONSIBILITIES	<ul style="list-style-type: none"> • -To deliver the product knowledge and benefits to the stakeholders & promote continuous product usage, to accelerate the sales volume. • -To build and maintain the business relationship with every client. • -To get involve in Product planning and execution throughout the product lifecycle, including; gathering and prioritizing product and stakeholders' requirements. • -To ensure revenue and customer satisfaction goals are met. • -To ensure the product supports the company's overall strategy and goals. • -Assimilate qualitative information (feedback from clients, research reports, market trends and statistics) and capitalize that information to better the product and customer service. • -To be voice of the user and must be passionate about adding value to user experience. • -Defining and iterating the product, solving problems as they pop up and closely managing scope to enhance the product value.
SKILLS REQUIRED	<ul style="list-style-type: none"> - Ability to grasp technology concepts - Confident, energetic, self-starter - Effective leader - Extremely goal oriented and well-organized - Excellent telephone skills and effective in spoken and written English
DESIRED SKILLS	<ul style="list-style-type: none"> -Positive, pro-active attitude with a will to deliver quickly, excellent analytical skills. -Must poses entrepreneurial approach. -Must be analytically driven and data focused. -Exceptional leadership qualities.

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Author: HR Department

OISPL_HRD_Job Description_RC_009