

Job Opening for Business Development (Job Code RT 1441).



Phone :

Web :

Job Summary

Vacancy :

Deadline : Jan 01, 1970

Published : May 18, 2025

Employment Status : Full Time

Experience : Below 1 Year

Salary :

Gender : Any

Career Level : Any

Qualification :

Job Description

Apply Before: 25-05-2025

Position: Business Development

Location: Mumbai / Pune

Experience: 0-1 Year

CTC: 1.2 LPA (For first 3 Months)

Job Description

We are looking for a motivated and results-driven Business Development Manager to join our team. The ideal candidate will be responsible for identifying new business opportunities, building and maintaining relationships with potential clients, and driving revenue growth. You will play a crucial role in expanding our market presence and helping the company achieve its business objectives.

MUST HAVE SKILLS

1. Sales & Negotiation Skills
2. Communication Skills (Written & Verbal)
3. Relationship Building & Networking
4. Strategic Thinking
5. Market Research & Competitive Analysis
6. Problem Solving & Adaptability
7. Leadership & Teamwork
8. Presentation Skills

Responsibilities

1. Market Research & Analysis:
Conduct market research to identify new business opportunities and industry trends. Understand customer needs and market dynamics to provide valuable insights to the team.
2. Client Acquisition:
Identify and approach potential clients across various sectors. Generate new leads, negotiate contracts, and close sales deals to drive business growth.
3. Relationship Management:
Develop and maintain strong relationships with new and existing clients, ensuring high levels of customer satisfaction. Act as the point of contact for all client inquiries and concerns.
4. Sales Strategy & Execution:
Develop and implement effective sales strategies to reach revenue targets. Track and measure the performance of sales efforts to ensure objectives are met.
5. Partnership Development:
Build partnerships with other businesses to increase brand visibility and market share. Collaborate with marketing and product teams to align on strategic initiatives.
6. Sales Reporting & Forecasting:
Provide regular updates on sales performance, client feedback, and market trends. Create detailed reports on business development activities and sales performance metrics.
7. Team Collaboration:
Work closely with cross-functional teams, including marketing, product, and customer service, to deliver a seamless customer experience and ensure product offerings meet client needs.

Skills

1. Strong communication, negotiation, and interpersonal skills.
2. Ability to build and maintain relationships with clients and partners.
3. Excellent problem-solving skills and strategic thinking.
4. Proficient in CRM software and MS Office Suite (Excel, Word, PowerPoint).
5. Self-motivated with a strong desire to achieve sales targets.

Preferred Skills

1. Experience with digital sales tools and platforms.
2. Established network within the industry.
3. Ability to thrive in a fast-paced, dynamic environment.

Qualifications and Education Requirements

1. Must Completed Course
2. Looking for 0-1 years of work experience
3. Bachelor's degree in business, Marketing, or a related field (MBA is a plus).

Education & Experience

Must Have

Educational Requirements

Compensation & Other Benefits
