
Business Development Manager

Location: Bengaluru

Job Type: Full Time

Department: Sales & Marketing

Experience:

- 4 to 7 years of work experience in Direct sales
- Identifies objectives, strategies and action plans to improve short- and long-term sales and earnings
- Solid experience in opportunity qualification, pre-call planning, call control, account development, and time management
- Demonstrates ability to convert prospects and close deals while maintaining established sales quotas
- Success in qualifying opportunities involving multiple key decision makers.
- Strong problem identification and objection resolution skills
- Able to build and maintain lasting relationships with customers
- Exceptional verbal, written communication, presentation skills and IT fluency
- Ability to build rapport, have excellent listening and negotiation skills
- Ability to manage complex projects and multi task
- Excellent organisational skills
- Proficient in word, excel, outlook and power point
- Market knowledge
- Closing skills
- Motivation for sales

- Prospecting skills
- Sales planning
- Selling to customer's needs
- Territory management
- Professionalism
- Ability to work individually and as part of a team
- High level of integrity and work ethic
- Experience with customer relationship management software
- Fluent English as well as local language (mandatory)

Qualification:

- University or college degree in Engineering, Computer Science, Marketing, or an acceptable combination of education and experience

Responsibilities:

- Manages sales of the company's products and services in within a defined geographic area, province or country
- Ensures consistent, profitable growth in sales revenues through positive planning, deployment and management of sales personnel
- Identifies objectives, strategies and action plans to improve short- and long-term sales and earnings
- Collaborates with Sales Director in establishing and recommending the most realistic sales goals for the company
- Manages an assigned geographic sales area or product line to maximize sales revenues and meet corporate objectives
- Having an in-depth knowledge of business products and value proposition

- Cold-call prospects that are generated by external sources of lead
- Identify decision makers within targeted leads to begin sales process
- Penetrate all targeted accounts and radiate sales from within client base
- Collaborate with Sales Supervisor to determine necessary strategic sales approaches
- Create, deliver & Close qualified Sales opportunities
- Maintain and expand the company's database of prospects
- Set up and deliver sales presentations, product/service demonstrations, and other sales actions
- Assist in creating RFP responses to potential clients
- Where necessary, support marketing efforts such as trade shows, exhibits, and other events
- Make outbound follow-up calls to existing customers via telephone and e-mail cross-sell and up-sell
- Overcome objections of prospective customers
- Emphasize product/service features and benefits, quote prices, discuss credit terms, and prepare sales order forms and/or reports
- Enter new customer data and update changes to existing accounts in the corporate database
- Attend periodic sales training where applicable
- Appropriately communicate brand identity and corporate position
- Proactively inspects sales activity and effort among sales associates managed, ensuring that the quality and quantity of sales effort meets company expectations
- Works with market management to ensure market-level strategic and business objectives are met by the sales team
- Directs and supports the consistent implementation of company initiatives

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- Proactively assesses, clarifies, and validates customer requirements and satisfaction by engaging key customer accounts in conjunction
 - Screens potential business deals by analyzing market strategies, deal requirements, and financials
 - Finding and developing new markets and improving sales
 - Keep records of sales, revenue, invoices, etc.
 - Provide trustworthy feedback and after-sales support
 - Able to perform basic calculations and mathematical figures
 - Ability to occasionally travel and attend sales events or exhibits