

Détail de l'offre : BUSINESS DEVELOPMENT MANAGER

Partenaire	
Référence	20D1591082826
Titre	BUSINESS DEVELOPMENT MANAGER
Description du poste	<p>Role: Leading the Business Development activities of the Company.</p> <p>Responsibility:</p> <ul style="list-style-type: none"> * Lead Generation: Perform detailed business research to identify potential clients across industries/sectors through cold calling, emailing and in-person meeting * Package the Company's offerings/services in a manner that is attractive to potential clients * Regularly & routinely engage with potential clients as well as embassies, trade development organizations and chambers of commerce * Regularly collaborate with BD teams in other subsidiaries of the Company in order to meaningfully qualify prospects * Develop offerings in line with client requirements backed by research and internal capability. * Brainstorm new methods of client acquisition. * Create a pipeline of leads and follow up for conversion of leads to contract * Work with the Company's marketing team to create sector specific information packages / Marketing collateral to support BD activities
Type de contrat	Emploi
Société	Indo-French Chamber of Commerce
Description de la société	The Company is into international business support. The organization assist companies to accelerate and consolidate their performance in growing international markets.
Localisation	Delhi
Pays	Inde
Profil recherché	<p>Experience:</p> <ul style="list-style-type: none"> □ At least 5-7 years of relevant experience <p>Skills:</p> <ul style="list-style-type: none"> □ A passion for the market entry business □ The ability to quickly understand the workings of multiple industries/sectors □ The ability to research and qualify leads □ A proven track record of generating and converting leads □ Clear sense of autonomy + entrepreneurship (should be able to work on their own with minimal supervision) □ A business development background from the service industry with an ability to go into detail when required □ Ability to communicate extremely well (written and oral) with international clients <p>Language</p> <ul style="list-style-type: none"> □ Bi-lingual in at least English + a regional language (Hindi, Bengali, Gujarati, Tamil, etc) <p>GOOD-TO-HAVES for the ideal candidate:</p> <ul style="list-style-type: none"> □ A high-degree of proficiency (both written and oral) in a foreign language (European or Asian, but preferably French) □ Consulting experience □ Excellent presentation skills (oral + PPT) □ A good understanding of + interest in industry regulations
Expérience	Expérimenté (3-10 ans)