



## **Job Description: Business Research Trainee – Strategy & Solutions**

### **Company Profile:**

ExpertLancing Research is a leading Intellectually Property services firm with an office in **Gurgaon, India**. Over the past 8 years, ExpertLancing has become a preferred partner for multiple Fortune 500 firms.

Our vision is to provide full spectrum of expert IP solutions, across all technological domains to its clients.

We are looking for the candidates to help us bridge the gap between operations and sales team, and assist sales team with quality contents to make their sales pitch much more impactful

**Job Profile:** Business Research Trainee

**Department:** Strategy & Solutions

**Job Location:** Sector 48, Gurugram, Haryana

### **Role Overview:**

As a Business Research Trainee, you will be responsible for:

- Assisting sales team in identifying potential leads through IP & market research analysis.
- Preparing and delivering sales presentations and proposals that meet potential client requirements.
- Preparing follow-ups for those clients which were not converted in the first call.
- Actively participating in the RFP/RFI process, which includes preparing responses and coordinating with internal teams.
- Participating in sales meetings, training sessions, and conferences, as required.
- Being up-to-date with industry trends and market developments, and sharing insights with the sales and marketing teams.
- IP service-based prospecting, technology/industry-based prospecting.
- Performing other related duties as assigned.

### **Skills & Competencies Required:**

- Excellent verbal and written communication skills
- Hands on MS Office - Excel & Presentation

### **Educational Qualification Required:**

- B.Tech – ECE/EEE/ME

**Please Note:** There is a bond with a duration of 18 months from the date of joining.