**Job description**

**Roles and Responsibilities**

As a **Customer Success and Business Development Consultant**, you will play a fundamental role in achieving our new client acquisition and revenue growth objectives. You will be responsible for ensuring sustained business growth through planning and executing business development activities, primarily value proposition decks and full-blown proposals/RFI/RFP responses, among others.

**Desired Candidate Profile**

* Preferred 4-9 years of experience as a Customer Success/Business Development professional preferably working in the analytics/IT services/related industries
* Experience in working with US, UK, and European Companies.
* Experience in growing existing accounts (Farming & Mining), specifically hunting within Existing Accounts (building account strategies, databases of whom/when/how to target and following through to signing and being willing to be measured on sales metrics)
* Industry experience / exposure to one or more of the following: Retail / Consumer Goods / Banking / Financial Services /Insurance/ Manufacturing / Transportation / Technology / Healthcare / Telecom or others such as Media / eCommerce.
* Should be able to learn and deliver results quickly
* Strong go-getter attitude and willingness to learn things on the job
* MBA / B. Tech from premier institutes

**Expertise AND Qualification:**

* Owning the end-to-end sales cycle for the leads assigned with a target driven approach
* Strong research & analytical skills to understand industry trends and clients business
* Must have exposure to Analytics and AI/ML solutions
* High-level solution architecting skills
* Excellent written & oral communication skills
* Attention to detail
* Ability to put together high impact decks and presentations/Point of Views
* Ability to formulate & own RFI/RFP responses
* Build, encourage and maintain long-term relationships with key stakeholders internally and externally
* High levels of commitment, flexibility and motivation to stay focused and win clients after reaching out to a large number
* of prospects
* Drafting & reviewing of various legal agreements on a best-efforts basis including but not limited to Non-Disclosure
* Agreements (NDA), Master Service Agreements (MSA), Vendor Agreements, Statement of Work/Work Orders (SOW/WO),
* Teaming Contracts, etc.
* Support in legal due diligence compliances. Ability to review the contracts and turn around responses very quickly.
* Familiarity with ZoomInfo, LinkedIn Sales Navigator, Owler, Crunchbase, etc. will be an advantage

Role[Business Development Executive (BDE)](https://www.naukri.com/business-development-executive-bde)-jobs)

Industry Type[IT Services & Consulting](https://www.naukri.com/it-services-consulting-jobs)

Functional Area[Sales & Business Development](https://www.naukri.com/sales-business-development-jobs)

Employment TypeFull Time, Permanent

Role CategoryBD / Pre Sales

Education

UG :B.Tech/B.E. in Any Specialization