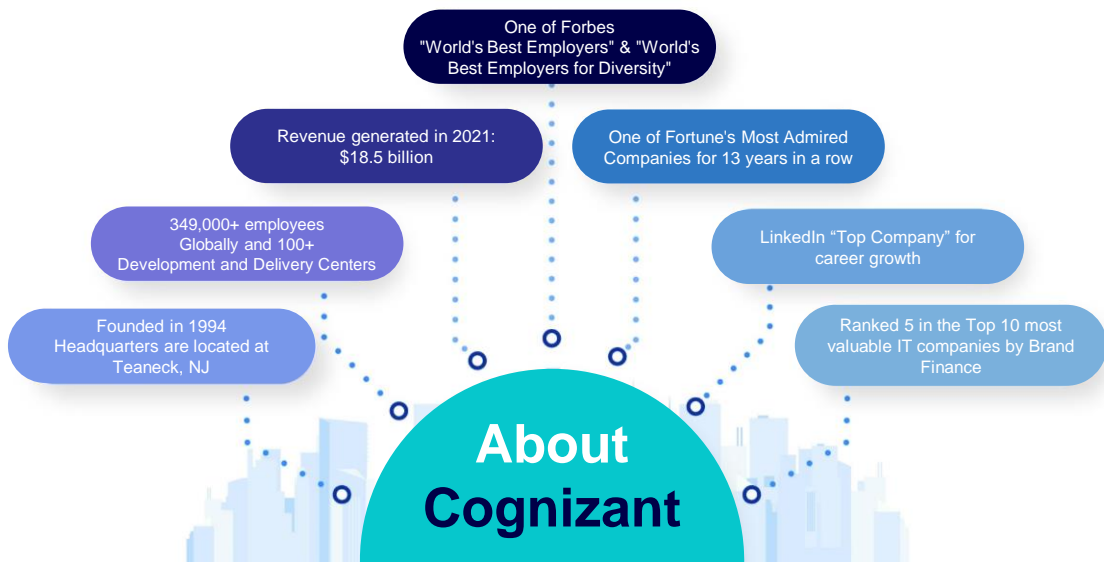


# Business Development Analyst



**9** of the top 50 global retailers

**30** of the top 30 global pharma companies

**7** of the top 10 global insurers

**6** of the top 10 internet companies

**23** of the top 20 healthcare plans

**9** of the top 10 European banks

## Job title

Business Development Analyst – AI & Analytics

## Location

Pune, Kolkata, Bangalore & Chennai

## Primary Job Responsibilities

- Own stages of Pre-sales cycle (e.g., Request for Information (RFI), Lead Generation, 'Go-to-Market' for geographies /industry segments)
- Gather and report industry information (e.g., Know Your Customer (KYC), Competitor Intelligence, Market Trends etc.)
- Coordinate between stakeholders on Pre-sales activities (e.g., Request for information (RFI), Request for proposal (RFP), collaterals, client visits)

- Contribute to development of solutions for Pre-sales
- Ability to learn and contribute across different Functional areas (e.g., Software development lifecycle (SDLC), Domain etc.)
- Manage sections of Deal responses (e.g., pricing and estimation, references, case studies etc.)
- Analyze and report industry information (e.g., Know your customer (KYC), competitor intelligence, market trends etc.)
- Learn and contribute across different Functional areas (e.g., Software development lifecycle (SDLC), Domain etc.)
- Support Domain capability building activities
- Provide functional expertise to projects
- Capture project's capabilities to highlight the Unique Selling Proposition (USP) of Cognizant solutions

## Skills required

- Strong Communication skills
- Team / Interpersonal skills
- Analytical /Problem Solving skills
- Positive attitude and drive
- Required Work Experience: 0 – 35 Months

### Disclaimer:

- Cognizant does not entertain payments of any kind from candidates or vendors for employment. Requests for such payments should be promptly reported to [GenCHRCComplianceIND@cognizant.com](mailto:GenCHRCComplianceIND@cognizant.com)
- If you encounter anyone who claims to offer jobs at Cognizant in return for any benefit (monetary or non-monetary), please do not entertain them. Please be informed that Cognizant shall not be held responsible for any such instances or payments you make
- We recommend that you do not respond to spam emails/ messages you do not trust; never disclose your personal or financial details to anyone you do not know. If any such mails purporting to come from Cognizant are received, we advise you to contact us at [GenCHRCComplianceIND@cognizant.com](mailto:GenCHRCComplianceIND@cognizant.com)
- Cognizant takes its hiring practices seriously and appreciates you keeping the Company informed of any individuals posing as Cognizant employees who make false job offers using Cognizant's name. We remind you that while recruiting employees, Cognizant will only communicate with you through authentic Cognizant email addresses and Cognizant will never extend any job offers to anyone based on an online application without first conducting an in-person, video, or telephone interview through verified encrypted channels
- To ascertain that you are receiving a genuine call from Cognizant, please ensure to collect the recruiter's details (full name; official email id, employee ID & mobile number) during the call