

Senior Manager- Business Development

Job description

We are a large corporate learning services company in India, headquartered at Bangalore. We are looking for an experienced Business Development Manager to contribute to our companys sales objectives and growth trajectory.

As a Business Development Manager, you should use your sales process experience and creativity to provide innovative ideas for growing the business.

Roles and Responsibilities

- Creating business development plans and forecasting sales targets and growth projections
- Researching, planning, and implementing new target market initiatives
- Identifying market opportunities through meetings, networking and new connects
- Meeting existing and potential clients and building positive relationships
- Pursuing leads and moving them through the sales cycle
- Liaising with colleagues to develop sales and marketing strategies
- Preparing financial projections and sales targets
- Producing reports for management

Desired Candidate Profile

- **5-10 years of Sales/Account Management experience in Corporate Education industry/ Software sales/IT services.**
- **Extensive experience in B2B sales for domestic market.**
- Strong communication and interpersonal skills with aptitude in building relationships with professionals at all organisational levels
- Positive Go-Getter Attitude, Takes Initiative and is very Assertive
- An ability to understand and analyse sales performance metrics

Solid customer service attitude with excellent negotiation skills

Role: Business Development Manager (BDM)

Industry Type: IT Services & Consulting

Department: Sales & Business Development

Employment Type: Full Time, Permanent

Role Category: BD / Pre Sales

Education

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

Key Skills

IT training sales, b2b sales, software sales, Hunting, business development management, It Product Sales, IT Sales, edtech sales, sales account management, It Solution Sales, Solution Sales, education industry, Enterprise Sales.