Proforma

Companies open to your department

Company :	Limechat
Company Name :	Limechat
Nature Of Business :	Software as a Service
Designation :	Business Development Manager
Tentative Job Location :	Bangalore

Responsibilities
- Contribute to product strategy and roadmap for key products and business area
- Ensure end-to-end management of a product through its lifecycle, including product strategy development, market research, customer insights, and requirements definition
- Work across functions including product development, engineering, and design teams to build and deliver products that have a revenue impact
- Collaborate with the marketing team and execute successful product launches
- Define and own product success metrics; ensure the KPIs are met and promptly resolve issues during operations while collaborating with multiple stakeholders
- Develop a growth strategy focused both on financial gain and customer satisfaction
- Conduct research to identify new markets and customer needs
- Arrange business meetings with prospective clients
- Promote the company's products/services addressing or predicting clients' objectives
- Prepare sales contracts ensuring adherence to law-established rules and guidelines
- Keep records of sales, revenue, invoices etc.

Description :
- Provide trustworthy feedback and after-sales support
- Build long-term relationships with new and existing customers
- Develop entry-level staff into valuable salespeople

Requirements
- Proficiency in English
- Good Understanding of Technology
- Communication and negotiation skills
- Have strong interpersonal and presentation skills
- Time management and planning skills
- Strong intellectual curiosity and love of problem-solving with a passion for driving action and making a direct impact on business outcomes
- Be Proactive, you don't wait for the solution to be handed down to you
- Thrive in a fast-paced, globally distributed, start-up environment.
- Possess the ability to handle many competing priorities within customer accounts and drive new business while exceeding quarterly and annual targets.

Eligibilty :

Department	BT	BS	MT	DoubleMajor	dual	dualB	dualC	Mdes	MBA	Phd	MSc	MSR
AE	Y	-	N	Y	Y	Y	Y	-	-	N	-	N
BSBE	Y	-	N	Y	Y	Y	Y	-	-	N	-	N
CE	Y	-	N	Y	Y	Y	Y	-	-	N	-	N
CHE	Y	-	N	Y	Y	Y	Y	-	-	N	-	N
CSE	Y	-	N	Y	Y	Y	Y	-	-	N	-	N
EE	Y	-	N	Y	Y	Y	Y	-	-	N	-	N
ES	-	Y	N	-	Y	-	Y	-	-	N	-	-
ME	Y	-	N	Y	Y	Y	Y	-	-	N	-	N
MSE	Y	-	N	Y	Y	Y	Y	-	-	N	-	N
PHY	-	Y	-	Y	Y	Y	Y	-	-	N	N	-
CHM	-	Y	-	Y	Y	Y	Y	-	-	N	N	-
MTH	-	Y	-	Y	Y	Y	Y	-	-	N	N	-
ECO	-	Y	-	Y	Y	Y	Y	-	-	N	-	-
DES	-	-	-	-	-	-	Y	N	-	N	-	-
IME	-	-	N	-	-	Y	Y	-	Y	N	-	-
CGS	-	-	-	-	-	-	-	-	-	N	-	N
HSS	-	-	-	-	-	-	-	-	-	N	-	-
EEM	-	-	N	-	-	Y	-	-	-	N	-	-
MSP	-	-	N	-	-	-	-	-	-	N	-	-
NET	-	-	N	-	-	Y	-	-	-	N	-	-
PSE	-	-	N	-	-	Y	-	-	-	N	-	N

Cost to Company : 24 lakhs INR

Package Breakdown

Base Pay - 14 lakhs
Performance Bonus - 2 lakhs
ESOPs - 8 lakhs (Vested over 4 years)

Package Details : **Perks**

- Hotel Arrangements for Work Trips
- In-office lunch
- Work-related transportation costs borne by company
- Performance Bonus up to 2 lakhs

Bond : False

Medical Requirements :

Resume Shortlist : True

Resume Shortlist Criteria: Previous experience and PORs

Aptitude Test: False

Group Discussion: False

Technical Test: False

Technical Interview: True

Technical Interview Duration: 30 mins

Number of Techincal Interview Rounds: 1

HR Interview: True

HR Interview Duration: 30 mins