

# Business Development Manager

Experience: 2–7 Years

Location: Gurgaon

Company: Group Dealz

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## Job Summary

We are seeking a dynamic and results-driven Business Development Manager to:

- Drive broker relationships
- Strengthen partnerships with insurance agents
- Contribute to client acquisition for our commercial real-estate and fractional ownership solutions

The ideal candidate should have strong communication skills, market understanding, and a proven track record in business development or sales.

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## Key Responsibilities

- Meet brokers daily to generate new business opportunities
  - Connect with insurance agents to expand partnership channels
  - Organize meetings with brokers and insurance agents
  - Ensure client visits to build a qualified pipeline
  - Achieve targeted closures for fractional ownership deals
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## Additional Responsibilities

- Identify, engage, and onboard new brokers, channel partners, and insurance associates
- Build strong relationships to generate consistent lead flow
- Conduct market research to understand trends, competition, and customer needs
- Present Group Dealz products—fractional ownership—to prospective clients
- Maintain accurate records of meetings, lead follow-ups, and conversions
- Coordinate with internal teams for seamless execution of deals

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### **Required Skills & Qualifications**

- **Bachelor's degree in Business, Marketing, or related field (MBA preferred)**
- **Experience in Business Development in Real Estate**
- **Strong communication, negotiation, and interpersonal skills**
- **Ability to manage field activities effectively and meet targets**
- **Self-motivated, proactive, and performance-driven**