

## **Business Development Interns**

### **Key Responsibilities:**

- Build an accurate and effective database of current and potential stakeholders. Requires some amount of cold calling as well.
- Call and visit vendor offices to establish relationship.
- Develop and/or maintain business relations with new and existing stakeholders.
- Carry out internet research efficiently and interpret/analyse data.
- Prepare client presentations, pitch books and brochures.
- Work on business strategy and the marketing campaign.
- Participating, Managing and Organizing end to end Customer Events
- Permission Licensing/Contract liaising with venue owners,
- Would be required to work on Customer Acquisition through Events and Promotional Campaigns.
- Should be able to follow up on leads, network to expand user base of the company.
- Make Presentations, Develop, Maintain and Manage Company portfolios.
- Maintain assigned user base while developing new users
- Progress on to marketing of our revenue building stream

**Function area:** Business development, vendor acquisition and marketing, ccampaign, events, promotions.

### **Desired Candidate Profile**

#### **What We Require:**

- Education from a reputed institute or graduates with requisite experience.
- 0-2 years of experience in vendor acquisition and client management.
- Willing to travel (both local and domestic).
- Candidates who understand the working of a start-up venture and having entrepreneurial frame of mind would be preferred.
- Candidate should have strong communication skills and pleasing personality.



Alpha Binary Technologies Pvt. Ltd.  
250, Vipul Trade Centre  
Sec-48, Gurgaon  
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[www.roofpik.com](http://www.roofpik.com)

### **What You get:**

1. **You'll have more responsibility**
2. **You'll be given more opportunities.**
3. **You will learn from true innovators.**
4. **Your work will be recognized**
5. **You'll work in an awesome atmosphere.**
6. **You'll learn to be frugal.**
7. **You'll be instilled with the value of hard work, ownership, and self-sustainability.**
8. **Fast paced learning.**
9. **To work with passionate people who dare to dream.**

### **Company Profile:**

**Roofpik.com (<http://www.roofpik.com/>)**

An Alpha Binary Technologies Company which is an umbrella organization which provides new innovative technologies for businesses, including machine learning, chat bot, hybrid applications and recommendation engine. We are recruiting for our latest venture which provides fact-based insights, genuine user reviews, costings, lifestyle and liveability index, heat maps etc of all major residential and commercial properties which help in making a better decision powered by its proprietary machine learning and data analytics algorithms.

It is the web and mobile app platform where prevailing pricing and rent information is available with analytical comparison matrices. It also provides 360-degree information of every housing society and amenities along with reviews. Customers can also post their reviews about the society its functioning and how it works.



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