

Best Software Development Company - Samcom Technobrains

<https://www.samcomtechnobrains.com/job/sr-business-development-manager/>

Sr. Business Development Manager – (IT Sales and Services only)

Employment Type

Full-time

Job Location

Ahmedabad

Description

The ideal candidate will lead initiatives to generate and engage with business partners to build new business for the company. This candidate will be focused and have strong communication skills. They should be able to think critically when making plans and have a demonstrated ability to execute a particular strategy.

Experience

3 + years' experience

IT Software & Service Experience

Immediate Joiner

Responsibilities

- Identify partnership opportunities
- Develop new relationships in an effort to grow business and help company expand
- Maintain existing business
- Think critically when planning to assure project success
- Good Hand on bidding portals Upwork, Apollo, Freelancer, PPH, GURU, Clutch, FEVER and LinkedIn etc.
- Proposal writing, lead generation, lead conversion, Client Handling
- Good oral & written communication skills
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- Hard-working, proactive, and dedicated towards her/his work
- Build long-term relationships with new and existing Clients
- Don't have issue and any concerns with the company Timing.
- Have to handle clients via chat & calls
- Able to work scratch to end sales process.

Qualifications

- Bachelor's degree or equivalent experience
- 3 + years' prior industry related business development experience
- Strong communication and interpersonal skills
- Proven knowledge and execution of successful development strategies
- Focused and goal-oriented
- Able to write an attractive proposal to the clients (according to the requirement).

Job Benefits

- 5 days working
- Referral Bonus Policy
- Reward & Benefit
- Employee Training Sessions
- Incentive Bonus Policy

- Annual Trip
- Team celebrations
- One-to-one mentorship
- Early leave and Late Coming policy