

# HIRING

## **Business Development and Sales - Asst. Manager/Senior Executive**

### **Job Description**

- Reaching out potential clients, making sales pitches and closing deals.
- Managing existing customer portfolio, ensuring incremental sales from the pool.
- Be responsible for all account management/business development activities for customer set.
- Design and execute strategic/tactical plans to enhance customer value and portfolio revenue
- Work closely with cross functional teams to identify new segments and product opportunities and develop new propositions to maximize segment penetration
- Responsible for all administrative and operational issues for the target customer set
- Manage & develop new and existing products; solutions and services, as required
- Perform market research and opportunity assessments on new concepts and ideas. Assess the viability of new products in support of market strategy
- Recommends market strategy including pricing, product-market fit, GTM strategy, etc.
- Take ownership on any customer issue that requires engagement with Operations and Technology, Customer Service/ Solution Delivery, etc.

### **Job Requirements**

The candidate shall lead initiatives to generate and engage with enterprise customers and business partners to build new business for the company. This candidate should be a focused person with strong communication skills. The position requires a self-motivated, commercially pragmatic business developer with strong relationship management and influencing skills. The candidate should be able to think critically when making plans and have a demonstrated ability to execute a particular strategy.

### **Experience Requirements**

1/2 years experience in direct sales/business development. Experience in service marketplaces, e-commerce, bank, insurance is preferred.

**Joining Date** : Immediate / within September  
**Office hours** : 10:00 AM to 6:00 PM (Friday off)  
**Salary Range** : 15k-30k

