

Title: Business Development Consultant

Department: Sales & Marketing

Summary: Responsible for pre-sales activities, lead nurturing and conversion, developing client relationships and acquisitions.

Duties and Responsibilities:

- To strategize and implement marketing and sales initiatives.
- To engage with customers and drive business development activities.
- To engage in the entire process from lead generation, contact management, cold calling, proposals and contracts.
- Engaging in collaterals and white paper creation primarily for consulting services.
- To respond to RFPs, RFQs and RFIs.
- Understanding the business needs of customers.
- Planning and preparing presentations.
- To follow up new business opportunities and setting up meetings.
- To plan and coordinate the implementation of business plans and the penetration of new markets.

Working Conditions: Must be willing to work on flexible time zones and shifts.

Report To: Head-Business Development / Sales

Education: Should be a post graduate in Marketing/ International Business or other related discipline.

Experience: 3-5 years' experience in Business Development/ Pre-sales.

Knowledge, Skills and Abilities:

- In-depth knowledge of business development strategies and marketing principles.
- A positive attitude with plenty of initiatives.
- Smart and ability to connect to the right people to generate business.
- Result oriented, self-motivated and highly organized.
- Excellent interpersonal and decision making skills.
- Excellent communication skill.

Interested candidates may send their applications to contact@marketquotient.com