

## Business Development Manager (India)

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Company: Doo Group

Location: India

Category: other-general

To cope with the expansion of our business, we are now hiring high caliber to join our growing team, together with our current talent forces to support the business strategy, goals and initiatives.

### What are your responsibilities?

Identify and assess potential partnership and introducing brokers' opportunities for integration into the company.

Effectively communicate the company's value, technology, procedures, and partnerships to external stakeholders.

Support existing partnerships by consistently delivering excellent service to boost their performance.

Stay updated on daily financial market developments and suggest growth strategies to management.

Collaborate with internal teams to ensure top-notch customer service.

Expand market reach through strategic partner collaborations with minimal supervision.

Travel regularly to establish and maintain partner relationships and organize educational events.

Ensure that business targets meet organizational expectations.

### Who are we looking for?

Proven experience in business development or sales, with a strong preference for candidates with experience in the brokerage or financial industry.

A strong track record of meeting or exceeding sales targets and objectives, with quantifiable achievements preferred.

Excellent communication and interpersonal skills.

Analytical and strategic thinking skills to identify business opportunities and trends.

Ability to build and maintain strong client relationships.

Networking and relationship-building skills to expand the company's client base.

Understanding of market dynamics and industry trends.

Familiarity with relevant technologies or trading platforms is a plus.

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