

Business Development Manager-Reputed ITES Industry-Kollam, Kerala, India-5 LPA

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Company: Seven Consultancy

Location: Kollam

Category: other-general

JOB DETAILS

- 1)Develop a growth strategy focused both on financial gain and customer satisfaction
- 2)Conduct research to identify new markets and customer needs
- 3)Arrange business meetings with prospective clients
- 4)Promote the company s products/services addressing or predicting clients objectives
- 5)Prepare sales contracts ensuring adherence to law-established rules and guidelines
- 6)Keep records of sales, revenue, invoices etc.
- 7)Provide trustworthy feedback and after-sales support
- 8)Build long-term relationships with new and existing customers
- 9)Develop entry level staff into valuable salespeople

FUNCTIONAL AREA

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