

Head of Business Development

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Company: Please See//

Location: mumbai

Category: other-general

We are looking for an ambitious and dynamic Head of Business Development to lead our sales team and to help us expand our clientele. You will be responsible for creating our new business strategy in order to develop a robust new business pipeline, and convert leads.

The goal is to drive sustainable financial growth through boosting sales and forging strong relationships with clients and partners.

Please See // is an independent creative agency capturing India's collective imagination by building brands for category-shaping start-ups, and leading legacy businesses through strategy, design, packaging and marketing.

Responsibilities

Leading and owning new business development and targets

Translate agency objectives and targets into annual plans with agency senior leadership; identify particular sectors, type of work and a plan for targeting the desired client list.

Drive collaboration with internal stakeholders to develop plans for adapting existing portfolios into new business opportunities.

Implement and manage the sales process including lead generation, pipeline, CRM, and key reports.

Set targets and Key Performance Indicators (KPIs) aligned with business development

strategies.

Identifying event opportunities to target prospective clients

Build and leverage relationships with industry players for business opportunities and partnerships.

Track new markets and emerging trends, recommend new products and services, develop new strategic partnerships

Develop and maintain knowledge of the advertising & branding landscape and competitive activity.

Build, manage and motivate your team, be accountable for their performance and provide them with professional development opportunities.

What we'd like to see:

10+ years professional experience in sales, business development and income generation management (some previous experience in working in an advertising/design/marketing agency is desirable)

Proven track record of successfully driving revenue growth for services at high gross margins.

Strong leadership skills, demonstrating that you can effectively manage and motivate a team to perform beyond expectations

Strong analytical skills to understand key business indicators and competitive trends, and develop approaches to these challenges

Excellent consultative selling capabilities and the ability and desire to coach your sales team

Highly collaborative - as you will be required to work across the agency.

Exceptional communication and presentation skills

Bachelor's degree in business administration, marketing, or a related field

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