

## Business Development Manager

### Responsibilities

We are looking for a results-driven Business Development Manager with a strong background in B2B sales & Marketing and a proven track record of expanding business operations internationally. The ideal candidate will possess exceptional interpersonal skills, demonstrating the ability to foster relationships with key stakeholders and drive business growth through strategic partnerships and alliances.

- Develop and implement strategic plans to expand the company's presence in overseas markets, focusing on B2B sales & Marketing and client acquisition.
  - Identify and pursue new business opportunities through market research, networking, and relationship building.
  - Build and maintain strong relationships with existing clients and partners to maximize client retention and satisfaction.
  - Lead the negotiation and closure of business deals, contracts, and partnerships that align with the company's objectives and revenue targets.
  - Collaborate with internal teams (marketing, product, operations) to ensure seamless execution of business development strategies.
  - Stay updated with industry trends, market activities, and competitor strategies to identify opportunities for growth and market penetration.
  - Prepare and present regular reports on business development activities, progress, and achievements to senior management
- 
- Develop and implement strategic plans to expand the company's presence in overseas markets, focusing on B2B sales & Marketing and client acquisition.
  - Identify and pursue new business opportunities through market research, networking, and relationship building.
  - Build and maintain strong relationships with existing clients and partners to maximize client retention and satisfaction.
  - Lead the negotiation and closure of business deals, contracts, and partnerships that align with the company's objectives and revenue targets.
  - Collaborate with internal teams (marketing, product, operations) to ensure seamless execution of business development strategies.
  - Stay updated with industry trends, market activities, and competitor strategies to identify opportunities for growth and market penetration.

### Key Result Areas (KRAs):

1. **International Market Expansion:** Successfully enter and establish the company's footprint in new international markets, achieving predefined growth targets.
2. **Business Relationship Management:** Cultivate and maintain strong relationships with key stakeholders, resulting in increased client satisfaction and loyalty.
3. **Revenue Generation:** Meet or exceed sales and revenue goals through effective business development strategies and proactive client engagement.
4. **Strategic Partnerships:** Identify and secure strategic partnerships that

### Hiring organization

PulseHRM

### Employment Type

Full-time

### Job Details

**Start Date:** Immediately

**Reports To:** Senior Marketing Manager

**Salary Range:** As Per Market Standard

**Experience Required:** 4-7 Years

### Job Location

Gurgaon, Haryana

### Date posted

July 17, 2024

### Valid through

30.07.2023

enhance the company's market position and revenue streams.

## **Qualifications**

- Bachelor's degree in Business Administration, Marketing, or a related field (Master's degree preferred).
- Proven track record of expanding business operations internationally, ideally within the B2B sector.
- Strong negotiation, communication, and interpersonal skills.
- Strategic thinker with the ability to translate market insights into actionable plans.
- Ability to work independently and collaboratively in a fast-paced environment.
- Willingness to travel internationally as required.