



**Job Description**

**Job Title:** Executive – Business Development

**Reporting to :** Branch Manager

**Division/Department:** Business Development

**Location:** Mundra

**Experience:** 1 year to 3 years

**Education:** Graduate

**General Description**

**Job Responsibilities: -**

1. Research & Identification of Customer Potential - To conduct market research across all stakeholders in assigned market and help with collection and synthesis of quantitative and qualitative data from client.
2. Revenue Generation - Value-based selling to potential customers and generating revenue as per company target.
3. MIS reporting - campaign and capitalize market information for managing key accounts & customer service. Provide competitive research and analysis support.
4. To be voice of the user inside the business and must be passionate about adding value to user experience in order to strengthen the relationship.
5. Generate new product ideas, enhancements to existing product and collate request from both internal and external requestors.
6. Responsible for the customer onboarding and execution of company services to given market.

**Job Specification: -**

- 1.Strong communication and inter-personal skills.
2. Motivated self-starter with the ability to learn and adapt.
- 3.Strong presentation skills that can keep large audiences engaged.
- 4.Organized, with an ability to prioritize time-sensitive assignments.
- 5.Positive, pro-active attitude with a will to deliver quickly, adhering to tight deadlines and
- 6.Must be able to travel 80% of the time.