



<https://bitplus.co.in/job/business-development-manager/>

## Business Development Manager

### Roles and Responsibility:

- Should be able to develop a network of contacts to attract new clients, research new market opportunities and oversee growth projects, making sales projections and forecasting revenue
- Arrange business meetings with prospective clients
- Research organizations and individuals to find new opportunities.
- Increasing the value of current customers while attracting new ones.
- Should be competent in generating inquiries, and conducting below-the-line marketing activities.
- Should be able to work on Targets, work with a team under and above him, and able to close corporate deals.
- Should lead the sales team and be good at training the sales staff on a regular basis.
- Inquiry generation, understanding customer requirements, active follow-ups, closing sales, and meeting monthly targets.
- Ably supported by Technical, Academic, Accounts, and Administration Teams.
- Reports to the CEO.

### Perks and Benefits of Working in Bitplus

- Competitive salary
- Medical coverage
- Paid national holidays
- Paid vacation & personal days
- Employee Referral Program
- Leave encashment
- Gratuity
- Cultural activities

### Requirements and skills

- Good knowledge of sales of client-server software solutions.
- Should have a good grounding in the IT training industry of at least 5 years in a Sales role.
- Should have a minimum of 5 years of post-qualification experience out of which at least 2 years should be in Sales of ERP / HRMS / Payroll solutions
- Good oral and written communication skills.
- Needs to be self-motivated.

### Hiring organization

Bitplus Solutions LLP

### Employment Type

Full-time

### Job Location

Ahmedabad, Gujarat

### Date posted

June 21, 2023

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