



## Business Development Manager

- **Vacancy for:** 1
- **Posted on:** Sept. 13, 2018
- **Deadline:** Oct. 18, 2018, 11:55 p.m.

### Basic Job Information

Job Category : IT & Telecommunication  
Job Level : Senior Level  
Employment Type : Full Time  
Job Location : Kathmandu  
Offered Salary : Negotiable

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### Job Specification

Education Level : Graduate (Masters)  
Experience Required : Not Required  
Professional Skill Required : Decision Making Skill, Analytical, Negotiation Skill

### Other Specification

- Master Degree in Business with specialization in Marketing preferred.
  - Must have Bachelor Degree in related field of Information Technology or Computer Science or Electronic and Communication.
  - Must have at least 2 years of experience in related field.
  - Must have excellent communication and presentation skills.
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### Job Description

- Identify potential clients, and the decision makers within the client organization.
- Research and build relationships with new clients.
- Marketing WDN's enterprise solution to potential clients.
- Understand customer's business needs and objectives.
- Providing ICT Solutions to corporate and government clients.
- Communicating new product developments to clients.
- Communicating with Marketing Leads and finalizing deals with Partners.
- Create detailed proposal documents, often as part of a formal bidding process which is largely dictated by the prospective customer.
- Procurement of products for customers according to their requirement.
- Implementing a variety of new business initiatives to drive sales.
- Negotiate the terms of an agreement and close sales.
- Submission of sales and marketing reports to management and partners.
- Respond to incoming email and phone enquiries and gather client information.
- Maintain professional and technical knowledge by attending educational workshops in related filed.

### Career Development:

- Gaining ICT industry experience and exposure to the market
- Gaining experience in marketing, ICT technical, decision-making and negotiating

### Applying Procedure:

Interested candidates are requested to send their updated resume to [hr@wdn.com.np](mailto:hr@wdn.com.np) or drop **CV** to **WDN Kantipath Office**

**OR,**

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## Applying Procedure

Apply Link : <https://merojob.com/business-development-manager-143/>

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