



## Business Development Manager (Male)

- **Vacancy for:** 2
- **Posted on:** Oct. 13, 2017
- **Deadline:** Oct. 23, 2017, 11:55 p.m.

### Basic Job Information

Job Category	: General Mgmt. / Administration / Operations
Job Level	: Mid Level
Employment Type	: Full Time
Job Location	: On Site (Outside Nepal)
Offered Salary	: Negotiable

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### Job Specification

Education Level : Under Graduate (Bachelor)  
Experience Required : Not Required

### Other Specification

- Graduate and Masters in any Stream (MBA Marketing will be preferred)
  - Need Young, energetic candidates with pleasing personality
  - Applicants must have hands-on experience with computers, MS Office Package
  - The applicants should have experience in dealing with foreign clients.
  - The applicants should be open to working for any on-site opportunity
  - Should have an excellent Negotiating and communication skills
  - Should pose 2 – 4 years of Valid experience
  - Driving License holders will be considered
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### Job Description

- Prospect of potential new clients and turn into an increased business.
- Using sound location mapping and Headhunting skills, Business Development Manager should be held responsible to generate New Business Leads.
- To be able to maintain, Research and build relationship with new client's
- Set up meetings between client decision makers and company's practice leaders/Principals
- Plan approaches and pitches, Work with team to develop proposals that speak to the client's needs, concerns, and objectives
- Participate in pricing the solution/Service and Deal
- Present an image that mirrors that of the client
- Identify opportunities for campaigns, services, and distribution channels that will lead to an increase in sales

### Technical Requirement:

- Submit weekly progress reports and ensure data is accurate
- Ensure that data is accurately entered and managed within the company's CRM or other sales management system
- Forecast sales targets and ensure they are met within the time frame.
- Track and record activity on accounts and help to close deals to meet these targets
- Present business development training programs using trendy ideas
- Research and develop a thorough understanding of the company's people and capabilities
- Understand the company's goal and purpose so that will continue to enhance the company's performance

### TO APPLY:

Interested and eligible candidates are requested to send their updated resume at [theriver@wlink.com.np](mailto:theriver@wlink.com.np)

OR,

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## Applying Procedure

Apply Link : <https://merojob.com/business-development-manager-male-2/>

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