



Business Development Officer

- **Vacancy for:** 1
- **Posted on:** Aug. 2, 2018
- **Deadline:** Aug. 17, 2018, 6 p.m.

Position Summary

The given job position is posted on behalf of the client organization of Real Solutions Private Limited, "**A Reputed Internet Service Provider Company**". *The selected candidates will be hired under the contract of Real Solutions Private Limited and shall be deputed on the location assigned by the client organization.*

Job Level: Mid Level

Job location: Kathmandu, Nepal

Offered salary: Negotiable

Department: Project Business Unit

No. of vacancies: 01

JOB SPECIFICATIONS

- Bachelor's degree in marketing, engineering, finance, accounting or related field
- Minimum 2 years' working experience in business role
- Possess very good sales skills
- Vehicle with valid license
- Analytical skills: Business development officers must be analytical thinkers with the ability to analyze new and prospective opportunities in business
- Project skills: Ability to manage project effectively with developed goals and procedures for its implementation
- Possess problem solving skills
- Networking skills: She/He should have the ability to build and maintain relationships and contacts in and outside the company
- Marketing skills: The officer in charge of business development should be able to pitch to clients on company's new and available goods and services
- IT/ computer skills: She/He must be able to use the computer and similar gadgets and make presentation
- Organizational skills: She/He must have the ability to stay put on assignments
- Ability to work under pressure and still meet up with given deadlines
- Good negotiation skills: The ability to dialogue with clients and arrive at a mutually beneficial outcome is important to the work of business development officer
- Planning skills: The officer should have the ability to plan for a project and follow it up to its completion
- Possession of people skills: She/He should have the ability to effectively cope with colleagues and clients and move them towards accomplishing certain tasks and goals

JOB DESCRIPTIONS

- Engage in market research and activities to identify new opportunities for business
- Work with sales targets
- Develop business proposals for existing and new customers
- Explain prospects and customers about the various benefits offered by company products or services; following them up to close the business deals
- Respond to queries and complaints from clients as regards the company's products; this should be done in a timely fashion
- Analyze current and past sales, product deficiencies, and revenues. This enables him/her to provide recommendations for the company's business growth and resolution of problems
- Develop innovative strategies for retaining clients; this includes undertaking interviews in order to get feedback and incorporate it into the growth plan
- Develop comprehensive knowledge about the business and its development practices, its marketing activities, prospective clients, and the trends for the industry
- Participate in forums related to the industry; conferences and client discussions. In other words, act as a representative of the company

- Determine cross-selling opportunities among different departments

Applying Procedure

None

Generated By

