

Swimming Matters Job Description			
Standard Title	Business Development Manager	Industry	Sports
Current Project Location	Bangalore	No. of positions	1
Date of issue	26 th November 2017	Date of closure	15 th December 2017

Job Profile (Short Job Description)

The Business Development Manager (BDM) will prospect for new clients, present to them, convert them into clients, and continue to grow business with them in the future.

Key responsibilities include:

New Business Development

- Identify potential clients, and the decision makers within the client organization.
- Cold call as appropriate within your market or geographic area to ensure a robust pipeline of opportunities.
- Meet potential clients by growing, maintaining, and leveraging your network.
- Set up meetings between client decision makers and company's business leaders.
- Develop proposals to address the client's needs, concerns, and objectives.
- Negotiate & close business deals.

Client Retention

- Present new products and services and enhance existing relationships.
- Build a good relationship with client to get the referrals and recurring business.
- Arrange and participate in internal and external client debriefs.

Business Development Planning

- Attend industry functions, such as association events and conferences to know market and creative trends.
- Consult with mid and senior level management on business trends with a view to developing new services, products, and distribution channels.
- Identify opportunities for campaigns, services and distribution channels that will lead to an increase in sales.

Management and Research

- Submit weekly progress reports and ensure data is accurate.
- Forecast sales targets and ensure they are met.
- Track and record activity on accounts and help to close deals to meet these targets.

Based on the needs of the company, the BDM may be required to play any additional role and responsibility as the situation may demand.

Candidate Profile

Qualifications

Area Qualification	Description of What's Needed
Work Experience	<input checked="" type="checkbox"/> 1 – 3 years of sales and marketing experience
Education	What education is typically required for the job? <u>Required</u> <u>Preferred</u> <input checked="" type="checkbox"/> <input type="checkbox"/> Bachelor's Degree <input type="checkbox"/> <input checked="" type="checkbox"/> MBA <input type="checkbox"/> <input checked="" type="checkbox"/> Master's Degree
Field of Work/Study (if applicable):	Prospecting Skills, Sales Planning, Identification of Customer Needs and Challenges, Territory Management, Market Knowledge, Meeting Sales Goals
Knowledge, Skills, and Abilities	<ul style="list-style-type: none"> • Young, dynamic with zeal to be a 'go getter'. • Desire to work and excel in a highly dynamic professional environment; • The successful candidate will have a self-motivated, inspired; the ability to think critically; enjoy working with teams spread globally and across cultures; a desire to learn in new areas; and the discipline to pay attention to deadlines, details and quality. • Good communication and interpersonal skills to interact with team. • Strong interpersonal skills with excellent oral and written fluency in English and Hindi; • Strong command over Microsoft Word, Excel and PowerPoint • Commitment to quality and strong attention to detail; • Ability to network and build strong, lasting professional relationships; • Ability to work with people from diverse cultures and backgrounds; • Ready to travel in India
Preference	<ul style="list-style-type: none"> • Candidates with relevant work/ educational experience • Candidates based in Bangalore • Candidates who have swum at the School/College/Club/State/National level OR have worked in some other capacity in the swimming industry in India