

(1) Sr. Business Development Manager (Team Lead): 2 Nos

Job Requirements

- Over 4 - 6 years working as Sales / BDM (US Consulting/Sub-Con and Bench-sales). Out of which 2 - 3 years as Team Lead / Sr. BDM in leading team of Sales / BDM's.
- Any postgraduate with a diploma/PG diploma course in computers or software/IT related. Preferable: MBA (sales & marketing)
- Proven ability in handling teams.
- Exceptionally strong client relationship skills.
- Effective communication skills (both verbal and written) and excellent Interpersonal skills.
- Willingness to work in accordance with US time zones (Night Shift).

Description

The ideal candidate must have atleast 4 years of hard-core experience as Sales / BDM in US staffing/consulting industry with atleast 2 years as a team lead. He should have excellent track record in achieving Individual and team targets based on numbers and revenue. Setting up Short Term and Long Term sales Strategies by understanding the pulse of the market & accordingly should plan the course of action.

Desired Skills

- Able to grow the business in alignment with company business plans.
- Responsible for revenue generation and profitability.
- Ability and willingness to own the complete delivery to close business.
- Excellent experience in leading team. Motivating and driving in achieving assigned targets.
- Strategic planning in developing new clients, new strategies and its implementation.
- Responsible for managing and enhancing existing Client relationships, relationship with hiring managers so as to receive ongoing requirements.
- Should market bench consultants, send hot lists, arrange interviews and negotiate rates with clients.
- Scrutiny Of Contracts to ensure adherence to company policies and payment terms.
- Ensure payments from clients.
- Should work independently, able to work with others, and take responsibilities for team success/ failures.
- Planning the day-to-day activities of the team by assigning the task for each member and to maintain a report of day-to-day activities of the team.