

**Job Title:**

Business Development Manager

**Job Description:**

- ✓ Responsible for the sales numbers from the UK/US region, aligning sales teams.
- ✓ Experienced in IT services / Product sales and build long term relationships with clients from the territory assigned.
- ✓ Proven experience to build strong client relationships in the region.
- ✓ Strong analytical, conceptual, and problem-solving abilities paired with excellent communications skills
- ✓ Manage the end-to-end sales process.
- ✓ Nurture prospective leads through engagement.
- ✓ Identify sales prospects and be able to build a strong pipeline with forecasts.
- ✓ Nurture the prospective clients on industry trends and innovative solutions for the key challenges across the ecosystem
- ✓ Excellent presentations, proposals and sales contracts
- ✓ Execute a sales process that validates and qualifies the technical and business requirements of the customer in order to close the business on a timely basis.
- ✓ Strong operational and analytical abilities. Metric driven, comfortable in working with data to draw and share insights with stakeholders

**Experience Range:**

6 - 12 years

**Educational Qualifications:**

Any graduation

**Skills Required:**

IT Sales, US/UK Market, Lead Generation, Account Management, Digital Solutions, Strategic Alliances, Business Development, Team management

**Candidate Attributes:**

- ✓ Minimum 6+years' experience in software/IT sales or Business Development
- ✓ Experience working for UK/US market.
- ✓ Excellent track record for reaching revenue targets, negotiating contracts, building client relationships, account management and lead generation capabilities.
- ✓ Outstanding presentation, communication, and negotiation skills.
- ✓ Experience selling digital solutions to multiple industry verticals is a plus.
- ✓ Experience working with a mid-sized systems integrator would be a plus
- ✓ MBA/PGDBM with relevant experience