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The role of a Business Development is to improve organization's market position and achieve financial growth.

The role is to define long-term organizational strategic goals, build key customer relationships, identify business opportunities, negotiations and close business deals

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Responsibilities

S/he must develop a rapport with new clients, and set targets for sales and provide support that will continually improve the relationship. S/he is also required to grow and retain existing accounts by presenting new solutions and services to clients.

S/he is expected to maintain extensive knowledge of current market conditions.

Business Development Manager will work in a senior sales position within the company.

The primary goal is to increase sales opportunities and thereby maximize revenue for the organization. To achieve this, they need to find potential new customers, present to them, ultimately convert them into clients, and continue to grow business in the future.

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Requirement

Good Listener

Integrity / Positive Attitude

Networking Skills

Public Speaking

Market Research

Motivation for Sales

Sales Planning

Identification of Customer Needs and Challenges

Meeting Sales Goals

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