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ResponsibilitiesDeveloping SMB growth strategies and plans for existing & new clients to meet/exceed the revenue targets

Managing and retaining relationships with existing clients

Increasing the client base/new logos (whitespace)

Develop strategies to convert adhoc clients to the subscription model

Having an in-depth knowledge of the RI products and value proposition

Negotiating with stakeholders

Identifying and mapping business strengths and client needs

Researching business opportunities and viable revenue streams

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RequirementHigh-level communication skills

Stakeholder management skills

Proven ability to negotiate

Experience with design and implementation of business development strategy

Conflict resolution

The ability to self-motivate and motivate a team

Experience working to and exceeding targets

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