

business development manager

(IC Role)

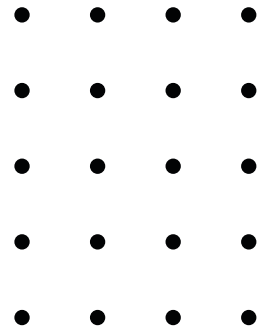
📍 Bangalore, Mumbai, NCR 🏢 Full time 🕒 2-5 yrs

We are looking for an ambitious and energetic Business Development Manager to help us expand our clientele. You will be the spearhead of the company and will have the dedication to create and apply an effective sales strategy. The goal is to drive sustainable financial growth through boosting sales and forging strong relationships with clients.



who we are

Betterplace is a technology platform designed to hire, manage, and engage the blue-collar workforce with ease with our all-in-one lifecycle platform. Designed for large enterprises, the platform enables you to manage end to end lifecycle of your blue-collar employees. Device – agnostic. Customizable. Scalable. Uniquely digital.

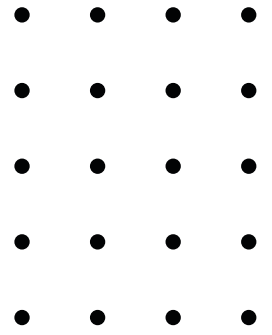


what we're looking for

- Proven working experience as a business development manager, sales executive or a relevant role
- Solid work experience in B2B domestic environment only
- Experience into Services, Solutions or Concept Selling only
- Willing to work as an Individual Contributor
- Proven sales track record
- Good stability through the career
- Experience in customer support is a plus
- Hands on experience with CRM software and account management systems
- Market knowledge
- Excellent Communication and negotiation skills
- Ability to build rapport, Time management and planning skills
- Exposure to Manpower leads selling and placement for minimum 1 year – Mandatory

what you'll do

- Generating business leads and following up on sales opportunities.
- Cold calling potential customers and building relationships.
- Establishing customer needs and sell products accordingly.
- Working towards weekly and monthly sales targets and KPI's.
- Arranging meetings with clients and carrying out product demonstrations.
- Following up swiftly on sales enquiries and sending out information.
- Working closely with other teams to develop new business.
- Researching the market and identifying potential target customers.
- Attending industry events in order to generate business leads.



what you'll get

- Health Benefits
- Innovation-driven culture
- Smart and fun team to work with
- Friends for life 😊