

BUSINESS DEVELOPMENT EXECUTIVE

KEY RESPONSIBILITIES: *Business Strategy | Lead Generation | Global Sales*

Title: Business Development Executive

Number of positions: 1

Experience Required: 3-5 years

Job location: Ahmedabad

Riverside Learning Center (RLC) is an established research and training company operating nationally and internationally. RLC is poised to build and grow its I CAN School Training Programs, built on the strong foundations of Design Thinking and Systems Thinking approach and proven model of Education delivery at the globally recognized, The Riverside School, Ahmedabad. The programs have been validated with paying early adopter customers in the Education sector across Asia and the Middle east.

Job Description :

The company is looking to hire a high energy Business Development Executive to develop and execute a growth strategy for the company who will closely coordinate and work with the founder and senior leadership team.

Skills:

Relationship Management:

- Communication: Written and Oral
- Education terminologies,
- Global affairs awareness
- Client Relationships – National and International

Technical Skills

- Sales
- Marketing
- Negotiation skills
- Lead generation: Networking, Relationships
- Strategic Business Planning
- ROI and Data analysis skills

Technological Skills

- Customer Relationship Management (CRM) Software
- Microsoft Office suite – MS Word, MS PowerPoint, MS Excel

Responsibilities:

Business Strategy Planning

- Evaluate current and future competitive positioning
- Planning and overseeing new marketing initiatives.
- Developing sales goals and ensuring they are met.

Lead Generation:

- Networking through conferences, visits
- Identifying new sales leads, pitching products and/or services
- Maintaining fruitful relationships with existing Clients
- Dealing with International Clients (Middle East, Europe, South East Asia, China) on skype calls, videos, chats

Global Sales:

- Building and maintaining sustainable relationships with clients.
- Contact and work with clients, attend conferences, representing companies at events.
- Attending conferences, meetings, and industry events.
- Researching organizations and schools online (especially on social media) to identify new leads and potential new markets through social networking sites like linked-in, Facebook etc.
- Negotiating and renegotiating by phone, email, skype calls.
- Demonstration of a consistent over-achievement of client acquisition and sales revenue target.

Requirement gathering:

- Should keep abreast with happenings in training industry, awareness about prospective partners, competitors and clients
- Should have a good understanding of Educational philosophies and keep abreast of the Education landscape of different countries, types of schools, trends and needs.
- Preparing documents (proposals) based on project requirements
- Developing quotes and proposals.

Traits:

- Excellent time management and organization.
- A go-getter attitude.
- Excellent interpersonal skills.
- Ability to achieve aggressive deadlines.
- Creative talents and the ability to solve tough problems
- Ability to handle pressure and meet deadlines.