ODeX India Solutions Pvt. Ltd

Job Description

Division/Department: Business Development & Sales

Location: Gandhidham

Job Title: Branch Manager

Experience: 5-7 years

Education: Graduate / MBA

General Description

We are looking for an ambitious and energetic Business Development Manager to help us expand our clientele. You will be the front 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.

Work Experience Requirements

- *To deliver the product knowledge and benefits to the stakeholders & promote continuous product usage, to accelerate the sales volume.*
- *To build and maintain the business relationship with every client*
- *Generate new product ideas, enhancements to existing product.*
- *Develop and maintain professional relationship with top management and middle management of trade and business associations*
- *To get involve in Product planning and execution throughout the product lifecycle, including gathering and prioritizing product and stakeholders' requirements*
- *Follow analytics, systems and data management capabilities, including metrics and reports.*
- *Very hands-on and keen eye for detail with ability to present business and technical issues, ideas, and recommendations clearly in verbal, written and presentation formats*
- *To ensure revenue and customer satisfaction goals are met.*
- *Assimilate qualitative information (feedback from clients, research reports, market trends and statistics) and capitalize that information to better the product and customer service.*
- *To be voice of the user and must be passionate about adding value to user experience.*
- *Defining and iterating the product, solving problems as they pop up and closely managing scope to enhance the product value.*
- *Having worked in the Logistics workforce management field would be a plus.*
- *Maintain the project /implementation plan from start to end*
- *Give demonstrations and presentations to the liners of new modules*
- *Initiate new modules and expand the locations of existing modules of the liners*