



ODeX India Solutions Pvt. Ltd

## Job Description

**Job Title:** Sr. Manager

**Reporting to :** AVP

**Division/Department:** Business Development & Sales

**Location:** Delhi

**Experience:** 5 Years

**Education:** MBA

**Language:** English

### Competencies required-

#### **Functional / Technical Competencies:**

- Product knowledge
- Sales planning
- Sales leadership
- Adaptability
- Data analysis
- Sales prediction
- Upselling
- Coaching
- Analytical skills
- Delegation

#### **Behavioral Competencies:**

- Strategic thinking
- Relationship building
- Expert negotiation
- Goal achievement
- Motivation
- Continuous learning and development
- Communication
- Active listening
- Time Management

**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.

**Job Responsibilities: -**

- Research & Identification of Customer Potential - To conduct market research across in assigned market and help with collection and synthesis of quantitative and qualitative data from client.
- Revenue Generation - Value based selling to potential customers and generating revenue as per company target.
- MIS reporting - campaign and capitalize market information for managing key accounts & customer service.
- Provide competitive research and analysis support.
- To be voice of the user inside the business and must be passionate about adding value to user experience in order to strengthen the relationship.
- Generate new product ideas, enhancements to existing product and collate request from both internal and external requestors.
- Responsible for the customer onboarding and execution of company services to given market. To deliver the product knowledge and benefits to the stakeholders & promote continuous product usage, to accelerate the sales volume.
- 7.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.
- 8.To ensure revenue and customer satisfaction goals are met. To be voice of the user and must be passionate about adding value to user experience.
- 9.Give demonstrations and presentations to the liners of new modules. Initiate new modules and expand the locations of existing modules of the liners/nvocc.