



Business Development Manager/ Client Relationship Manager

(Based out of Pune, Bengaluru, NCR, Chennai, Hyderabad)

Job description:

- Identifying opportunities for new business development through following up on leads and conducting research on target clients.
- New business generation by meeting potential clients to understand needs and providing relevant solutions.
- Managing end-to-end sale cycle independently - prospecting/lead generation, qualifying the lead by presenting solutions, proposal creation & submission, negotiation, closure, payment collection.
- Reviewing clients' feedback and implementing necessary changes.
- Suggesting upgrades or added products and services that may be of interest to clients.
- Cultivating strong relationships with new clients, while maintaining existing client relationships.
- Extensive use of CRM tools to collate and maintain client information.
- Collaborating with other teams, namely, Marketing, Delivery to deliver solutions.
- Representing the organization at Industry networking conferences/meetings.
- Keeping in touch with competition trends in the market.
- Meeting and exceeding weekly and monthly activities and revenue targets.
- Preparing reports by collecting, analyzing and summarizing information.
- Performs other duties as assigned.

Required Skills/Abilities:

- Excellent verbal and written communication skills.
- Proven experience in Business Development in HR Services industry.
- Excellent sales and customer service skills with strong negotiation and closure skills.
- Strong networking skills with ability to prospect and manage senior level relationships.
- Experience using CRM tools is an added advantage.
- Perseverance, attention to detail, self-starter.
- Expertise in using MS office tools.

Education and Experience:

- Bachelor's/ Master's degree in Business, Business Administration, Sales or related field.
- At least three years of sales experience in selling HR products and services a MUST.

Employment Type:

Full time

Travel:

Travel locally to visit clients as and when required.

Job Location:

Pan India

Contact details with Subject - **Business Development Manager**

Email on deepa.rp@kelphr.com or info@kelphr.com