

Position: Business Development Manager

Join a young and dynamic team at Faber Infinite Consulting! With clients in more than 10 countries, by joining us, you can become part of the continual growth. In addition to the interesting nature of the assignments, a very enriching experience is what we offer.

Location: Ahmedabad / Pune

Educational Qualification:

- Bachelor's degree in Engineering (BE Mechanical, Production, Automotive).
- Master's Degree in Sales & Marketing / International Business, Operations will be added advantage.

Experience: 2 – 4 years of experience in selling professional services / B2B products

Desired Skills:

- Excellent communication skills should have strong oral and written command over English and Hindi and should effectively communicate with top brass of the organization.
- Strong presentation and negotiating skills.
- Good market knowledge and should have good exposure to sales planning / forecast.
- Ability to provide strong leadership and support to the project and team members.
- Ability to be a high impact player on multiple simultaneous engagements.
- Ability to think strategically, balancing long and short-term Priorities.
- Willingness to travel extensively.

Job Role:

- Responsible for achieving of sales target of respective region
- Plan approaches and pitches
- Build relationships with new clients
- Understand client needs and provide solutions
- Forecast sales targets and ensure they are met
- Track and record activity on accounts and help to close deals to meet these targets

- Develop negotiating strategies

- Close new business deals by coordinating requirements; developing and negotiating contracts; integrating contract requirements with business operations.
- Protect organization's value by keeping information confidential.
- Update job knowledge by participating in educational opportunities; reading professional publications; maintaining personal networks; participating in professional organizations.
- Enhance organization reputation by accepting ownership for accomplishing new and different requests; exploring opportunities to add value to job accomplishments.

About Us: Faber Infinite is one of the finest and growing global management consulting and training organizations with expertise in helping client organizations implement Transformation (Change) Management and Business Excellence practices to become more effective, efficient, and flexible. Faber Infinite is closely working with clientele across India, Africa & Middle East.

