**JOB OPENING – REQUISITION FORM 14.09.2018**

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| **Sr. No.** | **Heads** | **Details** |
| 1. | Name of Employer | Alphard Group |
| 2. | Name of Position | Business Development Manager  |
| 3. | Duration | Permanent Basis |
| 4. | Qualification | [MBA](http://www.nmis.net/FinalYear.aspx) in Marketing & International Sales  |
| 5. | Postal Address | 6th B1/B2,Gundecha Onclave,Sakinaka,Mumbai,India-400072 |
| 6. | Tele., E-mail & Website | **Tel No**: 022 67256765/66 or 022 68010800**Email id:**jobs@alphardmaritime.com/hr@alphardmaritime.com**Website** : [www.alphardmaritime.com](http://www.alphardmaritime.com) |
| 7. | Contact person’s name, designation, Tele. No. & e-mail | Anjan Singh HR ExecutiveTel: +91-22-66010800 Ext: 866 |
| 8. | Vacancy description : |
| 1.Position including nature of work | * MBA or Graduate with prior experience in international business development for minimum 2 to 5 years.
* Outgoing, flexible, reliable and passionate about sales and meeting people
* Possessing excellent communication and presentation skills (both written and oral), knack for concept selling and proposal making
* Capable of fishing and hunting leads and self-developing a database from all online and offline channels.
* Cognizant of competitor’s value proposition and pricing, target prospect’s potential, decision making person or group and turn around timings of sales cycle.
* Willing to cold call on leads, set up meetings and visit prospects and convert to clients
* Able to cross sell to existing clients, increase client wallet and market share of company.
* Open to travelling outside India for growing business, client meetings and events
* Excellent at making power points, business email writing and creating sales reports
* Accountable for sales targets assigned, meetings with new and existing clients, generating new business and exploring new opportunities and markets.
* Responsible for new sales and account management and gathering new requirements from existing clients.
* Demonstrating company strengths to new clients, preparing proposals and presentations, negotiating rates and executing new sales closures.
* Building professional rapport with clients, understanding their core needs, collecting client/ market feedback and sharing the same internally.
* Maintaining and submitting sales dashboards regularly to analyze sales performance.
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| 2. Number of vacancies | 3 |
| 3. Approx. monthly compensation & other benefits/ stipend | As per industry standard |
| 4. Location of Employment | Mumbai-Sakinaka (Andheri East) |

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