**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](mailto: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 Executive  Tel: +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. | |
| 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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