

## Sr. Business Development Mangers

### Description

#### CANDIDATE REQUIREMENTS:

- Graduate / Post graduate with 2+ years of experience of project management and Business development or Account management in the market research or MR BPO/KPO or Online Panel organization.
- Experience in handling international clients/projects.
- Knowledge in web based marketing, campaigns and content creation.
- Strong project management skills, ability to drive and motivate self and others to desired results.
- Excellent written and oral communication skills.
- Know-how on online market research process.

### Responsibilities

#### KEY RESPONSIBILITIES:

- To acquire new Business / Sales in designated territory for Robas Research
- To manage the entire BD / Sales process
- To be able to sell Robas Research services
- Build and utilize yours existing network to sell the services
- Represent the organization in various seminars and conferences in your territory
- All pre sales support e.g. RFP response, customer queries etc.
- Process transition
- Pricing matrix with clear transparency
- The KRA is to develop and maintain client relationship and ensure the end to end process – from RFP/RFQ stage to End Deliverable is executed smoothly.

### Hiring organization

Ro-bus

### Employment Type

Full-time

### Date posted

February 2, 2024