

Manager- Client Acquisition

Role and Responsibilities

A dynamic and enthusiastic individual, characterized by a vibrant and energetic approach. This individual is highly motivated and creative, possessing both experience and a deep passion for establishing connections with current and prospective customers. This fervour is evident in daily interactions, aiming to transform admirers into customers and customers into advocates. We are seeking an individual having experience of doing hardcore sales and achieving revenue targets. (having an experience of with a creative agency would be a plus) As a Business Development Manager , you will be a key driver of our business growth, responsible for leading the identification of new business opportunities, establishing strategic partnerships, and expanding our client base.

Customer Acquisition:

- Lead Generation: Conduct in-depth market research to identify potential clients. Generate leads through targeted outreach and networking.
- Act as the main point of contact for client inquiries and concerns and take the full accountability of the closures.
- Actively participate with the client to understand their requirements and offer customized solutions.
- Sales Closure: Lead the end-to-end sales process, from lead generation to closure. Set and achieve ambitious sales targets. Maintain meticulous records of all sales and prospecting activities.
- Strategic partner relationship: working closely with strategic partners to ensure inflow of leads and revenue.
- Collaborate with the marketing team to plan lead generation activities.

Upselling:

- Identify opportunities for upselling our services to existing clients.
 - Build pitches and present them to the clients for closures.
- Revenue Targets:
- Ensure revenue targets are being met.
 - Creating comprehensive roadmap to achieve the targets.

Research:

- Possesses strong research capabilities to stay informed about industry trends and client industries.
- Utilizes research to enhance client interactions and identify growth opportunities.

Education

Graduate/Post graduate from a reputed university

Skills

Customer Centric:

- Demonstrate a strong focus on understanding and meeting customer needs.

Hiring organization

ODN Digital Services

Employment Type

Full-time

Duration of employment

1 Month

Job Location

Ghitorni, 110030, New Delhi, India

Working Hours

10:00 AM to 7:00 PM

Working Days

Working Days: 6 days a week, 2nd & 4th Saturdays off

Date posted

January 12, 2024

- Strive to exceed customer expectations and build long-term relationships.

Communication Skills:

- Excellent verbal and written communication skills.
- Ability to convey complex ideas clearly and concisely.

Analytical Skills:

- Strong analytical abilities to interpret data and make informed decisions.
- Use data to identify trends, opportunities, and challenges.

Problem-Solving Skills:

- Proven ability to analyze problems and develop effective solutions.
- Think critically and creatively to address client and internal challenges.

Work under Pressure:

- Capable of working efficiently in high-pressure situations.
- Manage multiple tasks and deadlines effectively.
- A positive and right attitude is a must.

Contacts

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