

Business Development Manager

Job description

Responsibilities:

- Generate revenue by building an opportunity/client database/pipeline and achieve monthly and quarterly targets.
- Research and network with new & potential acquaintances in the international market and generate leads through various sources including social media sites like LinkedIn, Twitter, Hoovers and many others.
- Gain extensive knowledge of our solutions.
- Accurately develop, map, forecast and close business within their vertical/domain/region: Civil/Mechanical/ITES.
- Plan market entry and pitch to international clients (to start with US/Canada region and later to other parts of the world). Work with the production team to develop technical and commercial proposals that capture the client's needs, concerns, and objectives.
- Organize conference calls with decision makers and quickly grasp knowledge of client's business and technical requirements and fit our solutions for their specific needs.
- Maintain and nurture new/existing client relationships & work closely with the internal teams to meet customer needs and ensure additional business.
- Using knowledge of the market and competitors, identify and develop the company's unique selling propositions and differentiators.
- Submit daily and weekly progress reports/KRA reports/CSR reports and ensure data is accurate in CRM.

Desired Skills & Abilities:

- Education- BBA/MBA- Sales & Marketing.
- Experience- 4 to 10 years.
- Attend Trade shows/Conferences.
- Experience in selling steel Detailing services in US & Canadian Market.
- Excellent communication/written & Interpersonal Skills
- Computer Skills
- Excellent probing and persuasion skills
- Strong Sales & Negotiation techniques
- Strong problem solving and creative skills.

Work Location:

Bangalore

Work Hours:

5pm to 2am IST

**Company Details:**

Whiteboard Technologies Pvt Ltd (WBT) is a vibrant Engineering Services Company that is driven by top class Industry leaders who are pioneers in providing Engineering Services to clients worldwide for over two decades. The company currently provides Structural Steel Design and Detailing services To Clients throughout the Americas/Canada and is set to progress its footprints to rest of the world.

With a clear vision to achieve a top position in providing Engineering Services & Solutions spread through Civil/Mechanical and other ITES verticals, our mission is to provide high quality Engineering Services to our clients that adhere to industry's best project management practices driven by skilled group of diverse teams who are committed to a service value that is uncompromising and focused on delivering a satisfying experience every time.

With the founders of the organization playing an active role in managing the company, we have grown to a dynamic workforce that has clear direction to outperform competition to become leaders in Civil Engineering Services. Our ethically drafted company policies have enabled our employees to commit themselves to continuous improvement in everything we do. This has helped us to keep faith with our customers and maintain standards that have defined our success.

Over the years, we have matured as a process driven company which has enabled us to deliver the best service possible to our customers and also provide the best working environment possible for our employees. All functions such as Engineering, Design, Checking, Modelling, Detailing/Drafting, and Quality Control work hand in hand to complete a project.

We have always invested in technology to deliver the best quality to our customers. From our first computer to today's advanced versions of 2D and 3D modelling software, we use the latest innovations in the Design and Detailing arena. We invest in software customization techniques to empower our detailers and engineers to deliver with ease.

Whiteboard Technologies is a dynamic company known for its professional, team-oriented work environment. We provide opportunities for career growth and advancement to employees at all levels. Employees are the most important factor in WBTs success. We take great pride in hiring the best and brightest and provide them with the resources they need to do their jobs. We encourage an environment where employees know what is expected of them, receive honest feedback, can learn and grow, and are recognized for their contributions.

WBT is committed to providing opportunities for continuous learning to all employees. We treat every day as a learning opportunity and encourage employees to take responsibility of their own development and growth. We encourage creativity, innovation and sharing to ensure regular learning and knowledge enhancement.

If you're looking for a career at an extraordinary company in you core area, WBTs Engineering division is the best place for you!