

JD – Business Development Manager - Events

Designation – Business Development Manager - Events

Location – Gurgaon

Job Responsibilities:

- Develop a growth strategy focused both on financial gain and customer satisfaction.
- Arranging business development meetings with prospective clients
- Develop business plan and activities to deliver sales, market share and profit with Management.
- Maintain good relationship with current clients and help support them as needed.
- Communicate and receive customer request or provide solutions.
- Cost calculation and making quotation.
- Helping to support the clients and product delivery schedule.
- Coordinate with supplier and ensure implementation as per the terms conditions agreed to the Client.
- Purchase and Inventory control.
- Reporting to Senior management with Weekly and Quarterly reports on a timely basis.
- Other tasks as assigned.

Attributes Required:

- Proven working experience as a business development manager, sales executive or a relevant role.
- Proven sales track record
- Good decision-making skills.
- Market Knowledge
- Ability to build rapport
- Time management and planning skills
- Excellent interpersonal skills.
- Excellent Negotiation and Communication skills.
- Critical Thinking and Problem-Solving Skills
- Conflict Management

Job requirement:

- Bachelor's degree in Sales, Marketing or related field.
- Total Experience 10 Years with Experience of minimum of 5 years in Business Development.

About Company:

MindLeaders Learning India (MLI), is a leading Indian organization, managing a number of business verticals. It primarily offers Experiential Training, Educational and Learning Modules, Food, Garments, Event Management and Marketing Services to different audience sets, including Corporates, Travel Trade Government Bodies, Student Community and Multi-Lateral agencies to name a few. The core team has close to 300+ years of collective experience. Lemon Tree Hotels is the major Investor company of MLI.

Company Website: www.mindleadersindia.com