

# Business Development Manager - JOB DESCRIPTION

## OVERVIEW

Milearth Softech is into development of Web Applications and Native Mobile Applications. The Web Developer will contribute alongside the Web & Mobile app development team for Front-End Development and Backend Development. If needed, collaborate with Android & iOS Developers to design back-end architecture and planning while driving the back-end execution. The appropriate candidate who meets below requirements will join a talented team of developers working on a product getting build on **Web, Android & iOS** platforms. New team members are expected to work with fellow developers for product development and enhancement with proficiency in below mentioned:

## SKILLS

1. Relationship building
2. Communication and Collaboration Skills
3. Negotiation Skills
4. Research & Strategic Skills
5. Analyse the competitive environment
6. Computer & Smartphone Literacy
7. Project Management Skills
8. Business Intelligence
9. Business Development Skills
10. Selling

## CANDIDATE SHOULD HAVE EXPERIENCE/KNOWLEDGE OF

1. B2B sales involve selling products or services from one business to another. This is a typical avenue for graduates.
2. Presenting the product or service favorably and in a structured professional way face-to-face.
3. B2C sales involve direct selling to the consumer or end user. Typical activities for sales executives generally include:
4. Maintaining and developing relationships with existing customers in person and via telephone calls and emails;
5. Responding to incoming email and phone enquiries;
6. Acting as a contact between a company and its existing and potential markets;
7. Negotiating the terms of an agreement and closing sales;
8. Gathering market and customer information;
9. Representing their company at trade exhibitions, events and demonstrations;
10. Creating detailed proposal documents, often as part of a formal bidding process which is largely dictated by the prospective customer;
11. Recording sales and order information and sending copies to the sales office, or entering figures into a computer system;
12. Reviewing your own sales performance, aiming to meet or exceed targets.
13. Gaining a clear understanding of customers' businesses and requirements.
14. Making accurate, rapid cost calculations and providing customers with quotations.