

About the Company :

CGI (Conseillers en gestion et informatique, in English, Consultant to Government & Industries) is a CAD 10.7 billion Montreal, Qubec, Canada headquartered, founded in 1976, global MNC IT major working in areas of information technology consulting, systems integration, outsourcing, business process management, and more than 170 products across banking and financial services, telecom, utilities, government and various industry verticals, operating in more than 40 countries. CGI is known as a company with a Dream - "To create an environment in which we enjoy working together and, as owners, contribute to building a company we can be proud of". It is run based on a unique Management Foundation which provides a consistent CGI culture and experience to all members, who are also shareholders of CGI, and a consistent way of engaging with customers. In India, CGI has been a player since 2001.

Requirement - Business Development Associate

Experience – 3-7 Years

Knowledge & Skill – CGI is looking for an energetic Business development associate to help support our sales and grow the Insurance Solutions Group's business. Bachelor's degree in business management, marketing, or related field, preferred. 2 - 6 years' relevant work experience in business development or similar field, preferred. Experience with multiple industry tools and programs such as MS Dynamics and MS Office. A background in sales or marketing is strongly desirable.

Position Summary - Member is primarily responsible for performing market research, developing business strategies and pitches, managing a variety of task and identifying new business opportunities. Member will work with our onsite counterparts on business development activities.

Major Responsibilities:

- Conducting market research and identifying potential clients.
- Creating and maintaining client information in the MS Dynamics CRM database.
- Working closely with members to develop and implement growth strategies.
- Developing and implementing sales strategies, client service and retention plans, and analyzing sales data to inform or update marketing strategies.
- Assist with drafting business plans, sales pitches, presentations, reference material, and other documents as required.
- Support lead generation and go to market planning
- Demonstrate strong interpersonal and communication skills with the ability to engage effectively with various levels of management, staff, and clients.

Offering: 12-15LPA

Location : Bangalore

Passionate candidates may express their interest by sharing their profiles with girish.rao@cgi.com, with a subject line: **Application source | IBSAF - Job Role Business Development Associate (Location - Bangalore)** .. Deadline by **Fri.-28/Jly.'22**