



Business Development Manager

About Us

Circus Social is an award winning AI-Powered social and digital data analytics and big data SaaS platform company, headquartered in Singapore, with our development center in Bengaluru.

Circus Social was founded in 2012 by Ram Bhamidi (Alumnus of IIT Kharagpur, IIM Ahmedabad with 22+ years experience in Asia and Europe across startups and multibillion dollar organizations in Product, Technology, Marketing and Business Development Roles) and Perna Pant (Alumna of King's College London with 16+ years experience in Marketing Communications, PR and Journalism roles).

What's the problem we are solving?

With over 4 billion social media users, brands and marketers today are struggling more than ever to make sense of the billions of social media posts, online reviews and sentiments shared online.

Our platforms help businesses make better decisions from relevant social media conversations (about brands, products, campaigns and competitors) in real time, by optimising campaigns, achieving digital Return On Investment and generating actionable insights.

Who are our customers?

Several mid to large sized businesses including Fortune 500 clients across Asia Pacific use our social listening platforms, 20/Twenty and Radar.

What do we offer?

1. An opportunity to be a part of revolutionising the way we use data to build and grow brands.
2. A passionate, fun, customer obsessed team that learns together and innovates together!
3. A high-performance, results-driven culture with colleagues in Singapore and Bangalore
4. A workplace that cares for its employees. Our benefits include a medical insurance cover, fitness allowance, dating allowance, internet allowance and Stock Options

Job Description:

A Business Development Manager at Circus Social will be responsible for prospecting, cold-calling, creating opportunities and closing deals. As our main representative in the market, he/she will build relationships with our key customers and prospects. This role will also involve working closely with the tech team to grow and scale the product.

Responsibilities:

- Build new markets for the company through GTM strategy and landscape mapping
- Build a sales strategy by setting annual sales targets, and projecting expected sales volume for existing and new products.
- Market research to identify prospects, build a pipeline of opportunities, and close deals, across products and regions.
- Use solution selling to understand customer needs and communicate the value proposition of Circus Social & 20/Twenty, through proposals and presentations
- Work closely and collaborate with other team members to ensure team targets are achieved
- Identify and report on forces that shift tactical budgets and strategic direction of accounts

Qualifications:

- At least 5 years of experience in enterprise sales and digital marketing strategy
- Ability to communicate, present and influence all levels of the organization, including executive and C-level
- Proven ability to drive the sales process from plan to close
- Excellent listening, negotiation and presentation skills

Want to join us?

Awesome! Get the below 3 things ready -

1. Updated copy of your resume. Save the file in this format - studentid_name
2. A short 1-page essay (<300 words) on "What do you think your biggest obstacle will be in selling social listening to enterprises." Save the file in this format -studentid_name_essay
3. A 1-minute video on why you believe you are a great fit for this role!

Please upload to YouTube / Vimeo and share the link.

Done?

Great!

Now, fill [this form](#) and your application is complete!

Location: Bangalore

CTC: 12-15 LPA

