

<b>Organization:</b>	Coserve Solutions
<b>Position:</b>	Business Development Manager
<b>Location:</b>	Hyderabad
<b>Experience:</b>	5-10 Yrs. Candidate should have experience in selling ERP software and services to take over a mix of existing accounts and new sales territories. Active listening skills and a compelling sales personality are mandatory to excel in this role, Must have the hunger to chase and close new business from cold calls, campaigns and inbound warm leads.
<b>CTC:</b>	6-10 Lacs + Variable pay
<b>Responsibilities:</b>	<ul style="list-style-type: none"> <li>• Contacting potential clients to establish rapport, arrange meetings and good presentation skills.</li> <li>• Planning and overseeing new marketing initiatives.</li> <li>• Researching organizations and individuals to find new opportunities.</li> <li>• Increasing the value of current customers while attracting new ones.</li> <li>• Travel extensively.</li> <li>• Finding and developing new markets and improving sales.</li> <li>• Attending conferences, meetings, and industry events.</li> <li>• Developing quotes and proposals for clients.</li> <li>• Developing goals for the development team and business growth and ensuring they are met.</li> <li>• Training personnel and helping team members develop their skills.</li> </ul>
<b>Requirements:</b>	<ul style="list-style-type: none"> <li>• MBA degree in business, marketing or related field.</li> <li>• 4 plus years of experience in selling Software or Services.</li> <li>• ERP knowledge in Manufacturing, Finance, Logistics, planning an added advantage</li> <li>• Experience in sales, marketing or related field.</li> <li>• Strong communication skills and IT fluency.</li> <li>• Ability to manage complex projects and multi-task.</li> <li>• Excellent organizational skills.</li> <li>• Ability to flourish with minimal guidance, be proactive, and handle uncertainty.</li> <li>• Proficient in Word, Excel, Outlook, and PowerPoint.</li> <li>• Comfortable using a computer for various tasks.</li> </ul>
<b>Contact:</b>	Kindly email CV to <a href="mailto:hr@coservesolutions.com">hr@coservesolutions.com</a>