

MSK Consultants and Engineers (P) Ltd



Business Development Executive| Hyderabad **Expereince-0-2 Yrs**

You:

Job Description :

- Will be delegating responsibility to other departments and coordinate action plans for individual clients to create an execution model.
- Shall develop and maintain assigned client relationships.
- Shall recruit new clients to generate new business opportunities.
- Shall develop and conduct client presentations to attract new business and support overall corporate positioning.
- Shall identify new and creative businesses & activities to be featured, expanding the range of inventory for our customers and users.
- Shall research and develop sales and marketing plans, including overall strategic and tactical directives.
- Shall develop, negotiate and maintain contracts.
- Shall coordinate and integrate sales efforts with internal operations in all disciplines.
- Shall support marketing activities and closely work with product management to help develop new ideas that can be taken to clients.
- Shall monitor market intelligence within the industry in terms of market development, new projects, competitive activity, new customers etc.
- Are responsible to respond to inbound inquiries as well as generate leads
- Civil Engineering back ground or work Experience(would be an advantage)

Skill Sets :

- Excellent Written & Verbal Communication Skills
- Persuasion & Determination
- Socialiser & Entertainer
- Self Confidence & Aggression
- Organisation and planning
- Problem analysis and problem-solving
- Information management
- Team-leadership
- Formal presentation skills
- Adaptability
- Innovation
- Judgment & Decision-making skills

We:

- Are a young organization and the workplace is an extension of our families back home.
- Mondays and Fridays have the same effect on us.
- Value positive vibes, honesty, sense of judgement, empathy and self-motivation.
- Believe in experimentation and don't think of new things as daunting enough to take up at any point in time.
- Are looking for driven and focused individuals.
- Will be more than happy to hear from you.

Compensation:

Depends on Experience and will be decided upon placement(Range- 1.8 L to 2.4 L CTC)

Apply:

Please send all Resumes to mскеpl@gmail.com