**Business Development Manager**

**Positions – 1**

**Responsibilities:**

* Contacting potential clients to establish rapport and arrange meetings.
* Planning and overseeing new marketing initiatives.
* Researching organizations and individuals to find new opportunities.
* Increasing the value of current customers while attracting new ones.
* Finding and developing new markets and improving sales.
* Attending conferences, meetings, and industry events.
* Developing quotes and proposals for clients.
* Developing goals for the development team and business growth and ensuring they are met.
* Training personnel and helping team members develop their skills.

**Business Development Manager Requirements:**

* Bachelor’s degree in business, marketing or related field.
* Experience in sales, marketing or related field.
* Strong communication skills and IT fluency.
* Ability to manage complex projects and multi-task.
* Excellent organizational skills.
* Ability to flourish with minimal guidance, be proactive, and handle uncertainty.
* Proficient in Word, Excel, Outlook, and PowerPoint.