

Business Development Manager

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Company: HR WAYS

Location: Islamabad

Category: other-general

About the job Business Development Manager About the company we're hiring for Currently: It's a technology consulting company that's working with some top clients from across the world. Walturn LLC is a Product and Technology consulting agency based in New York, US. The company was founded by a group of passionate technologists, business experts, and product managers from New York University. Although they have worked with some big names in the industry, their main focus has been on young startups with strong business potentials to help them build powerful platforms that can act as their backbone for business growth. The products that they have built are being used in places like Google, Museum of Art and History NY, Howard Hughes Medical Institute, Expo2020 Dubai, NYU Dentistry, Harvard University, University of Colorado, etc. They have built a very strong team of talented and ambitious consultants and engineers who enjoy taking up challenges and building the best quality products. At Walturn, they have a very diverse team with regards to nationalities and expertise and we bring the ideas and experiences that come with it to our clients to build the next-generation technologies. Areas & Industries that they have worked in Entertainment - EdTech - HealthTech - Analytics - Mobility - Business - Cyber Security - Communication. Job Description: Pitching and generating leads via Fiverr, Upwork and Freelancer.com and other online platforms. Cold Calling, Emailing, identifying new prospects and closing new sales leads. Maintaining fruitful relationships with existing customers. Contacting potential clients via email or phone to establish rapport and set up meetings. Planning and overseeing new marketing initiatives. Develop effective working relationships with customers through regular meetings and identify and obtain further sales

and business development opportunities. Coordinate with management and clients to identify business development opportunities with existing and new clients. Work with the team to achieve short and long term revenue and profit growth. Update and maintain customer information databases on a regular basis. Participate in meetings to report business prospect and status updates to management and clients. Establish strong customer relationships by providing accurate and timely information to customers regarding inquiries such as products, pricing, quotes and issues/concerns. Requirements: Currently lives in Pakistan Ideal candidate has a tech + business background Have lived abroad or worked with a company abroad (could be remotely) Excellent English Writing and Speaking skills Other Details: Location: Islamabad/Remote. Experience: 3-5 years Work Mode/ Time: ON-SITE - Monday to Friday 9:00 am to 6:00 pm About HR Ways: HR Ways is a Tech Recruitment Company that helps candidates like yours, make it into world's & Pakistan's largest & Top Product platforms. With HR Ways, your recruitment process becomes seamless as we connect you with top employers for quick interviews and easier than ever on-boarding process. We also help you get the best deals and 360 Analysis of the company that you'd like to join. And oh, we recently placed Engineers in Emirates & Ebay!

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