

Business Development Manager

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Company: She Means Work

Location: Lahore

Category: other-general

SMW is looking to hire full-time Business Development Manager

Roles and Responsibilities:

Business Development Executive is to assist the sales and growth efforts by contributing to new customer acquisition.

She should be able to provide ideas to attract new clients and keep the senior management updated about marketplace and competitor activity.

Build contacts with potential clients to create new business opportunities

Keep prospective client database updated in the tracker of the company.

Make cold calls for new business leads i.e industries, Universities

Capture jobs from the market.

Support in writing new business proposals.

Maintain knowledge of all product and service offerings of the company.

Arrange meetings for senior management with Academia, Industries & Chambers.

Follow company guidelines and procedures for acquisition of customers, submission of tenders etc.

Capture jobs from the market.

Skills Required:

Must possess strong customer service skills

Must have good negotiation skills

Must be able to create good presentations

Must have excellent interpersonal skills

Must be detail oriented and an active listener

Ability to work under pressure

Qualification:

Masters/BBA in Sales & Marketing/

Candidate having experience from 0-12 Months are encouraged to apply.

Salary:20,000 to 25,000/-

Timings:9:30 AM – 5:00 PM (Full Time)

Job SpecificationMust possess strong customer service skills

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Staffing and Recruiting - Lahore, PakistanAbout UsShe Means Work (SMW) is a catalyst for uptake of women in Pakistan. Targeting the all important “Mothers” and “fresh graduates” SMW provides avenues of both full time and part time employment, internships and returnships. I

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