

8/9/2022

PLACEMENT NOTICE**GRADUATES AND EX- STUDENTS of B.COM, BMS, BAF, BMM & M.COM****AIB HR** has an urgent requirement of various vacancies on an urgent basis. Details are follows :

NAME OF COMPANY	AIB HR Website - https://brained.app/
JOB PROFILE	Business Development Manager
QUALIFICATION	Bachelor's degree or Master's degree
LOCATION	Ahmedabad & Mumbai Mumbai Location: AK Estate, Off Veer Savarkar Flyover, Besides Radisson Blu Hotel, Swami Vivekananda Rd, Goregaon West, Mumbai, Maharashtra 400062 (It is work from office role)
SALARY	CTC range will be between - 2.2 - 3 LPA Appraisal – Yearly
RESPONSIBILITIES	<ul style="list-style-type: none"> • Cultivate new leads within the sales territory • Travel throughout the territory and visit customers on a recurring basis • Represent the brand during all customer and prospect interactions • Educate customers on how products or services can benefit them • Monitor the company's industry competitors, new products, and market conditions. • The successful candidate will play a key role in increasing income and revenue by managing and negotiating with clients, generating leads, qualifying prospects and managing sales of products and services. • Build and maintain strong, long-lasting customer relationships; ability to build and manage relationships with CXO level executives • Partner with customers to understand their business needs and objectives • Understand Industry-specific landscapes and trends, reporting on the shifting budget trends, technology trends and strategic direction of accounts • Analyse market trends, analyse client needs, and provide necessary solutions from the Company's offerings • Explore new opportunities on a continuous basis and present business cases to top management • Conceptualize and put in place sales campaigns, reward plans, territory alignment, structures to direct and achieve company's strategic objectives within accounts or within the sales team. • Develop new accounts with long term perspective in newer territories
SKILLS REQUIRED	<ul style="list-style-type: none"> • The KRA includes Field Sales • As an outside Sales Representative, or Sales Agent, they will also research sales competition. • Responsible for the development and performance of all sales activities in assigned market in product and services • Preparing MIS reports, daily reports & reviews. • Excellent communication and interpersonal skills.
HOW TO APPLY	Send your Resumes to nmfcplacement@gmail.com and hr@aiab.in

Students who are interested in availing the opportunity should register themselves on the given link by Friday, 9th SEptember, 2022.



I/C Principal