

## **Business Development Managers**

### **Position Summary**

This is an opportunity for experienced sales person / account managers with a strong knowledge of financial market data solutions, analytical products to join our organization. Business development managers will be directly responsible for identifying, contacting, qualifying and developing new accounts and expanding existing accounts within an established and defined territory. Position requires travel on a regular basis within the defined territory.

### **Primary Responsibilities**

- Generating new lead and managing the existing clients
- Meeting prospective and existing clients on a daily basis
- Setting up new trials for products and creating and creating awareness about the company products and solutions to prospective clients
- Providing training on the product and working closely with customer support team to ensure proper training is provided to the clients on a regular basis on the product , upgrades, new features etc
- Helping the customers to make maximum use of the solution to ensure clients are constantly gaining from the solutions
- Achieving or exceeding the sales targets and working closely with the relationship managers and Head of sales to close the leads
- Reporting of actual versus budgeted sales on a regular basis

### **Desired Profile**

- Bachelors Degree
- 1-3 years experience in hardcore sales, proven talent for making effective cold calls to target companies and through networking  
Strong knowledge of market data solutions, technical analysis
- Knowledge of Indian and International financial markets covering all asset classes including derivatives
- A highly motivated self starter, aggressive, presentable with good communicator with strong commercial acumen
- Highly capable of handling difficult negotiations with excellent deal closing skills
- Solid oral and written communication skills
- Effective time management skill
- Effective presentation skills and demonstrated ability to develop relationships with high level executives
- Has excellent verbal, written and presentation skills

