

## **Business Development Executive Profile**

DesiCrew is a well funded, high growth, socially motivated BPO Company that trains young graduates in small towns and rural areas on BPO related skills. DesiCrew employs these young graduates in DesiCrew Delivery Centres across Coimbatore, Nagapattinam & Erode districts in Tamil Nadu and Udupi in Karnataka.

**Job Title:** Business Development Executive

**Reporting To:** CEO / Business Head

**Direct Reports:** None

**Key Peer group:** Directors of the company, Head of operations

**Location:** Chennai/ Mumbai or Delhi

### **Purpose of the role:**

The Business Development Manager will be part of the commercial team to connect with clients for the following:

1. Responsible to identify prospects - Through media, referrals, cold calls, industry events amongst others
2. Prepare and deliver presentation for new business
3. Provide accurate, complete and comprehensive responses to bid and sales leads.
4. Preparing estimates and quotations for prospects.
5. Assist in client acquisition - Drive deals to closure
6. Identify new industries/ verticals to grow the business

### **Key Accountabilities:**

1. Deliver annual revenue targets
2. Identify, establish and maintain a network of contacts, providing support and ensuring relationships are managed professionally in order to develop profitable and growing business
3. Build relationships with key individuals and raise DesiCrew's profile generally to deliver increased business opportunities by identification of new processes that could be outsourced
4. Work closely with colleagues in operations & technology, so as to provide commercial input to business decisions ensuring that business development strategies have a sound commercial basis
5. Develop and deliver business development strategies for existing portfolio and new services offerings
6. Maintain a detailed knowledge of market and competitive position
7. Assist and where appropriate lead contract negotiations for certain Accounts
8. With colleagues regularly review market and profitability of designated Key Accounts, assessing market potential, competitive position and costs of project execution
9. Undertake regular personal visits to customers, partners and collaborators
10. Attend networking events and ensure that DesiCrew remains top of the mind for key decision makers in the relevant industry
11. Identify opportunities in new verticals/ industries for expansion

Candidate profile

	Required	Desirable
Knowledge & Skill	<ul style="list-style-type: none"> <li>• Experience of 2 to 5 yrs. Sales Support at a practical level in a BPO Company</li> <li>• Proven skills in high-level write-ups and Proposal</li> <li>• Fluency in spoken and written English</li> <li>• Extensive knowledge of MS Office applications</li> <li>• Excellent communication, interpersonal and negotiation skills</li> <li>• Networking, relationship building and Client Management</li> </ul>	<ul style="list-style-type: none"> <li>• Good understanding of customers</li> <li>• Knowledge of the Indian insurance sector or the New Media industry</li> </ul>
Education & Qualifications	<ul style="list-style-type: none"> <li>• Any Graduation</li> </ul>	<ul style="list-style-type: none"> <li>• MBA</li> </ul>
Personality Characteristics	<ul style="list-style-type: none"> <li>• Highly-organised, resourceful team player</li> <li>• Creative, hard-working with the ability to take the initiative to deliver results.</li> <li>• Ability to assess situations quickly and act accordingly - 'think on your feet'</li> </ul>	
Experience	<ul style="list-style-type: none"> <li>• Have practical experience of and a successful track record in working within a Business Development management framework</li> <li>• Have proven and successful business development track record, including delivery of financial targets</li> </ul>	<ul style="list-style-type: none"> <li>• Experience of working in a cross cultural team</li> </ul>
Others		<ul style="list-style-type: none"> <li>• Contacts in the industry</li> </ul>

For more details regarding the company see [www.desicrew.in](http://www.desicrew.in) . Interested candidates please apply through [hr@desicrew.in](mailto:hr@desicrew.in)

**NOTE:** This job description is not intended to be exhaustive. It is expected that the appointed person adopt a flexible attitude and accept that the duties may have to be varied according to circumstances, in particular changing corporate requirements and individual development needs.