

Position / Designation	Business Development Manager
Organization Name	Work Better Training & Development
Company Profile	We are an Executive Training & Team Building firm specialising in the field of Behaviour and Soft Skills Training. Within 7 years of our existence, we have created a reputation in the training industry for making People Development a highly effective and a fun process. With the support of some of the biggest names in Corporate India as our clients, we continue to grow at an extremely rapid pace.
Location	Borivali-East, Mumbai
Roles & Responsibilities / Profile Details	<ul style="list-style-type: none"> • Identifying target companies for pitching business and cold-calling to get appointments. • Work with existing client base to increase revenue by leveraging value across all platforms and networks (<i>Seeking incremental opportunities within existing accounts.</i>) • Collaborating with the L&D / HR teams of the clients to understand the training requirement in order to implement the training plan successfully. • Creating reports to strategize and plan innovative ways of reaching out to the customers about the training / team building solutions we provide. • Provide excellent customer service to the Work Better clients thereby building long-lasting relationships with them. • Contribute to the overall achievement of the team's revenue and non-revenue targets.
Skills	<ul style="list-style-type: none"> • proven track record in meeting and exceeding sales targets • direct and relevant experience in selling corporate training program • strong relationships with key customers and Pan India Clients • be an excellent communicator, both verbally and written • be a team leader, able to inspire others • be able to manage different projects at the same time • be energetic and passionate about product speciality • be organised and methodical • be able to work well under pressure • have good presentation skills
Experience	3 - 6 years of relevant work experience in Sales preferably in a Corporate or Institutional training firm.
Qualifications	PGDBA or MBA with strong academic background.
Working Days	5 days (<i>Monday to Friday</i>)
Working Timings	9:30 A.M to 6:30 P.M
Remuneration	Based on your Current CTC / Competitive as per industry standards
Additional Incentives	Learning opportunity Free hand to deliver Innovate & experiment with ideas