JOB DESCRIPTION

SHARAJMAN Technologies

Sharajman Technologies Private Limited		
About us: We are a **well-funded technology startup** headquartered in Delhi NCR, building **innovative solutions for the energy domain**. In less than 24 months of operations, we have scaled to a **100+ member team** and are already partnering with a set of **marquee clients**. With strong technology expertise and growing industry trust, we now aspire to **expand globally** and position ourselves as a leading player in **energy-tech solutions and IT services**.		
Role Title	Business Development Manager	
Department	Business Development	**Location: Noida**
Functionally Reporting to	Vice President	

Purpose of the Job

To develop and implement business strategies aligned with the organizations overall goal and objectives.

Roles & Responsibilities

The role will involve identifying and developing new business opportunities, building and maintaining client relationships, and collaborating with internal teams to drive growth and revenue.

Lead Generation and Market Expansion:

- Conduct market research to identify potential business opportunities, Market target and industry trends.
- Build and maintain a robust pipeline of prospects in software or product service with Gov through Gem portal, & e-procurement/e-tender or by attending conferences.
- Handle NICSI & NIC Accounts
- Liaison with the potential clients in various industries and understand their business needs.

Client Relationship Management:

- Establish and maintain strong relationships with existing PSU's and prospective clients.
- Understand client needs and recommend customized IT solutions to meet those requirements.
- Should be able to independently handle discussions with clients/ consultants and undertake first level negotiations.

Sales Strategy and Execution:

- Drive sales revenue across government verticals including central government ministries, state government ministries, PSU's and private industries.
- Create effective sales strategies, lead negotiations, and close deals that align with the company's offerings in software development
- Develop and execute a sales strategy to achieve revenue and growth targets.
- Create proposals, presentations, and other sales materials to engage potential clients.
- Negotiate contracts, pricing, and terms with clients to close deals effectively.

Market Analysis and Reporting:

- Regularly report on the business activities, pipeline, and forecasting to senior management.
- Provide feedback to internal teams about market conditions, customer preferences, and product/service improvements.
- Monitor industry trends, competitor activities, and emerging technologies to stay ahead in the market.

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Team Leadership ➢ Lead and mentor junior business development or sales team members. ➢ Provide training and guidance on effective sales techniques and customer relationship management.	
Functional Skills	➢ Should be well versed with the new technologies of the software ➢ Should have advanced command in MS. Office ➢ Excellent written and verbal communication skills, with the ability to create presentations, proposals, and reports.
Behavioral Skills	➢ Excellent communication skills, both oral and written ➢ Negotiation Skill ➢ Strategic Thinker
Qualification	➢ BE/B.Tech/B. Com /M.Tech/MBA from a reputed institute
Experience	➢ 8 – 15 Years experience in Business Development Department
Additional	➢ A proactive and self-motivated attitude to drive results in a fast-paced environment. ➢ Willingness to travel for client meetings and events.