



We are hiring a potential business development officer for our current initiative and looking for an energetic, ambitious and vocal candidate that can join us urgently at Cochin location. We are expecting such kind of candidate that can quickly mug with our existing work process and adopt ongoing processes easily. We are looking for a business development expert with a diverse connection or corporate links and a deep sense of business association to start a project from scratch.

Job Responsibility

- Builds market position by locating, developing, defining, and closing business relationships to generate new leads.
- Finding trendsetter ideas by researching industry and related events, publications, and announcements.
- Contacting potential clients to establish rapport and arrange meetings.
- Screens potential business deals by analyzing market strategies, individual, deal's requirements, and financials.
- Researching organizations and individuals to find new opportunities according to our local demography and strength.
- Develop a growth strategy focused both on financial gain and customer satisfaction.
- Finding and developing new markets and improving sales.
- Attending conferences, meetings, and industry events.
- Developing goals for the whole team and business growth and ensuring they are met.
- Provide trustworthy feedback and after-sales support.
- Strengthening our long-term relationships with new and existing customers.
- Develops negotiating strategies and positions by studying integration of new venture with company strategies and operations.
- Examines risks and potentials for the business opportunities.
- Planning and preparing presentations, Pitch, promotional strategy and business model, etc.
- Communicating about our new product developments to prospective clients.
- Evaluates options and resolves internal priorities based on our existing potential and strength.
- Estimates partners- needs and goals.

Requirements and skills

- Minimum 1 year experience as a Business Development Officer or similar role.
- Experience of leading a business development team.
- Excellent communication, negotiation & presentation skills with IT fluency.
- Excellent leadership skills with the ability to manage a multi-task and complex project.
- Critical thinker and problem solver.
- Degree in Business Administration or equivalent.
- Having an in-depth knowledge of business products and value proposition.
- Writing business proposals.
- Identifying and mapping business strengths and customer needs.
- Need nominal guidance and help during work.
- Great adaptation skills.



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Send your resumes to
official@digitalbricksvfx.com