

**Position:** Business Development Manager

**Location:** Noida

**Job Type:** Full-time

**Key Skills:**

Business Development, Sales, Account Management, IT Services, Engineering, Architecture

**Educational Qualification:**

- B .Tech/ B. Arch. /Master's Degree in Engineering

**Position Description:**

We are looking for a business development professional having around 8-15 years' experience. The candidate should have a proven track record of successful international deal closures in IT Services or Engineering Design Services in Infrastructure / Construction segment. It is mandatory that the candidate should have international sales experience in US, Europe and/or Australia regions and must have travelled to above said geographies in the past.

**Position Requirements:**

- Minimum of 8-15 years' of relevant international experience
- Proven track record of successful deal closures with international customers in the IT Services or Engineering Design Services in Infrastructure / Construction segment.
- Must be comfortable with managing entire lifecycle right from prospecting, lead generation to deal closures and account management
- Must be presentable with superior English speaking skills. Any other international language known would be an added advantage
- Must have prior international travel experience and should be comfortable with foreign travels.

**Responsibilities:**

- Manage the entire lifecycle of a customer relationship right from lead generation to successful deal closures
- Identifying sales opportunities through primary, secondary research including building up and maintaining the prospects database
- Prospect for potential new clients and turn this into increased business.
- Meet potential clients by growing, maintaining, and leveraging business network
- Participation in events/conferences to build a sales pipeline
- Work with technical staff and other internal colleagues to meet customer needs
- Using knowledge of the market and competitors, identify and develop the company's unique selling propositions and differentiators
- Forecast sales targets and ensure they are met
- Track and record activity on accounts and help to close deals to meet these targets.

**If interested, please share your profile at [hrd1@ramtech-corp.com](mailto:hrd1@ramtech-corp.com)**