**BDM Responsibilities:**

* Revenue Generation through available resources
* Research and identify new business opportunities - including new markets, growth areas, trends, customers, partnerships, products and services - or new ways of reaching existing markets
* seek out the appropriate contact in an organisation
* generate leads and cold call prospective customers
* meet with customers/clients face to face or over the phone
* foster and develop relationships with customers/clients
* understand the needs of your customers and be able to respond effectively with a plan of how to meet these
* think strategically - seeing the bigger picture and setting aims and objectives in order to develop and improve the business
* work strategically - carrying out necessary planning in order to implement operational changes
* have a good understanding of the businesses' products or services and be able to advise others about them
* ensure staff are on board throughout the organisation, and understand the need for change and what is required of them
* train members of your team, arranging external training where appropriate
* discuss promotional strategy and activities with the marketing department
* liaise with the finance team, warehousing and logistics departments as appropriate
* seek ways of improving the way the business operates
* attend seminars, conferences and events where appropriate

**BDM Requirements:**

* Master’s degree in any field may be required.
* Previous experience of minimum 6 to 9 years in a similar position.
* Proficiency in the relevant management software programs.
* **Superb** written and verbal communication and **negotiation skills**.
* Great organizational and planning skills.
* The ability to identify market trends and make decisions in a high-stress environment.
* Excellent networking and time management skills.
* The candidate must be local from Bhopal and can join immediately.

**Contact:**

Interested Candidates may send their resume to [director.hr@peoplesuniversity](mailto:director.hr@peoplesuniversity) [**garima.hr@peoplesuniversity.edu.in**](mailto:garima.hr@peoplesuniversity.edu.in)or can call on 0755 – 4005059/5026.