



MUSTANGS E SERVICES PRIVATE LIMITED

B 240 Sushant lok 3 , sector 57 gurgaon

Business Development Manager -

Salary: 2 to 4 lac CTC includes incentives, target bonus and commissions

Salary for the job comprises of fixed and a variable component

Fixed component includes Basic as well and TA ; Variable component includes incentives, target bonus, commissions

Job Purpose

- Create And Manage network of associates
- Create and curate lead sources
- Conduct and manage marketing events to create a buzz about the organization and its services
- Conduct seminars and presentation at schools and colleges and educational institutes promoting AbroadShiksha .com
- Maintain a professional and courteous manner with all prospective accredited business / associates
- Accurately and truthfully explain all benefits of associating with abroadshiksha.com

Job description

- To perform the job successfully, an individual should demonstrate the following competencies:
- Oral Communication - Speaks clearly and persuasively in positive or negative situations; listens and gets clarification; responds well to questions.
- Teamwork - Contributes to building a positive team spirit; Puts success of team above own interests; Able to build morale and group commitments to goals and objectives; Supports everyone's efforts to succeed.
- Ethics - Treats people with respect; Keeps commitments; inspires the trust of others; Works with integrity and ethically; Upholds organizational values.
- Professionalism - Approaches others in a tactful manner; Reacts well under pressure; Treats others with respect and consideration regardless of their status or position; Accepts responsibility for own actions; Follows through on commitments.
- Attendance/Punctuality - Is consistently at work and on time; Arrives at meetings and appointments on time.



MUSTANGS E SERVICES PRIVATE LIMITED

B 240 Sushant lok 3 , sector 57 gurgaon

- Dependability - Follows instructions, responds to management direction; Takes responsibility for own actions.
- Innovation - Generates suggestions for improving work.

Qualifications & requirement

- MBA or other qualifications
- Excellent communication skills and interpersonal skills.
- Basic Computer knowledge and internet
- Great convincing Power
- To perform this job successfully, an individual must be able to perform each essential duty satisfactorily.

Working Conditions

- Business development managers work in an office environment, so working conditions are generally comfortable. However, business development managers will frequently visit other offices and working environments in order to hold meetings and conduct research.
- Furthermore, overseas travel is common in this position, since business development managers often need to test the waters in foreign markets.
- Business development managers work to a 9 to 7:30 timetable but overtime and weekend work may be necessary at busy times and as per potential associate requirements.

Direct report

- List by job title any positions to be supervised by the incumbent.

Approved & created by	Kanav Sachdeva
Date approved	21-4-2017
Reviewed	