



C-301 Diamond World,
Mini Bazar, Varachha Road,
Surat, Gujarat, India.
PIN-395006

BDM

Job Purpose

- Inquiry generation through cold-calling on Skype or direct calls or emails in foreign markets - Lead generation by searching new market strategy and marketing agents to the foreign countries - Convince the leads for hiring our services in web, mobile apps, mobile games - Interact with leads for their technical requirements - Writing proposal/ costing/ negotiations/ prepare project schedules - Proactively assess, clarify and validate client needs on an ongoing basis - Work with PMs and team to understand the needs of the client and respond accordingly to achieve their business goals - Closing deals with the client and then assign project to PMs/team - Prepare & maintain portfolio of products & services and present them to client based on requirements - Devising new & innovative business development plans & strategies - Relationship management with clients

Location

Surat, Gujarat

Reports to

Project Manager

Required Skills

- Strong technical abilities in at least one programming language..
- Must have idea of other programming language & latest technologies..

Responsibilities

- Generating new business from online bidding portals like Upwork, Fiverr, People Per Hour etc or creating sales on LinkedIn etc..
- Managing client requirements, client relationship channels.
- Responding to RFI, RFP etc..
- Handling complete sales process from Enquiry to closing the deal.
- Daily reporting to CxO..

Consults with

Project manager, Colleagues, QA Team

Personality

- Self driven, motivated, result oriented and who never gives up..
- One should have clear focus on Artoon's goals & vision..

Leadership

If you have leadership skills, we can always align your career in direction of technical management.

Personal Situation

- Should be mature and domestically secure..

Employment Term

Minimum 6 months