

Business development Manager

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Company: Dikshatek

Location: Thailand

Category: other-general

Diksha has been a value partner for Tier-1 businesses, helping them attain business excellence and unravel new opportunities. We work with Tier-1 businesses across Telcos, BFSI and Utility sectors to fast track their IT roadmap and give them the first mover advantage

The Role

Main responsibilities

Client Partnering

- Partner with clients to develop & propose innovative recruitment solutions by fully understanding their critical recruitment needs.

Business Development

- Partner & advise Business Head on new relevant business opportunities in the market;
- Work closely with & timely report to Business Head in terms of timely Sales plans & strategies to hit set achievements monthly, quarterly & yearly;
- Strengthen a streamlined pipeline of future key accounts to take & bring new profitable business leads to the Talent Acquisition Team (TAT);
- Collaborate with Marketing Team to generate Sales leads & maintain the high rate of Sales conversion;
- Partner with the Marketing Team to promptly promote our commercial service introduction approaches to companies timely to convert Sales leads.

Account Management & Planning

- Lead and ensure consistent approaches to develop new client account across multiple relevant services of Dikshatek;
- Proactively lead account meetings and communications to ensure all relevant stakeholders at Dikshatek are educated on the account requirements; and are engaged with these clients;
- Partner closely with TAT to ensure the smooth operations of serving practices & account allocations for fulfilment;
- Deliver the best quality of service standards to clients by playing a role of connector between Dikshatek & client stakeholders;
- Timely generate reports of customer and prospect status and management to Global VP of Sales & Business Head

Ideal Profile

- At least 3 years proven track record in sales & business development in IT Consulting/Outsourcing Services;
- Proven experiences of IT outsourcing/IT consulting service industry, including trends, key players, and competitors;
- Proven track of Sales achievements during working history;
- Good at presentation, marketing and sales management skills;
- Excellent at consulting skills including services, strategies to relevant stakeholders;
- Good command of English communication;

What's on Offer?

A role that offers a breadth of learning opportunities

Flexible working options

Leadership Role

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