

Business Development Manager

AnantaTek is looking for a Business Development Manager who will be responsible for prospecting, identifying, reaching out to the potential leads and converting them into customers. The position will need/require deal making skills including strategic consulting, needs assessment, identifying and driving new business opportunities, pricing and negotiations, and working with internal AnantaTek experts to propose solutions to prospective clients. The ideal person for this role is a Business Development Manager with a proven track record in Software Sales and now wants to work in a startup to lead their Sales/Business Development activities. This role is extremely critical for us and is a global role.

Responsibilities:

1. Lead generation- Research and generate new (focused) leads for identified products & project areas.
2. Lead nurturing and conversion.
2. Create solutions and world-class proposals.
3. Respond to RFPs and RFIs.
4. Ensure successful closure of all leads by end-to-end coordination, including scheduling calls, liaison with team leads etc.
5. Representing company in various conferences/meets/trade shows.

Qualifications:

1. Should be a seasoned hunter/closer with sustained track record of sales success.
2. Should go the lengths needed to close the deals.
3. Should have the smarts to connect to the right people and fetch business from un-know/new territories.
4. Should be result oriented.
5. Should be self-motivated and highly organized.
6. Should have excellent interpersonal and presentation skills.
7. Should have excellent communication skills – Verbal and Written.
8. Should have strong analytical & cross selling background.