

## **Job Description**

**Position:** Business Development Manager

**Location:** PAN India

### **Major Duties & Responsibilities:**

#### **Position Brief:**

The position of Business Development Manager is to find tie-ups with CSR organization and various government department for new business opportunities in skill development sector.

Key roles include the following: **Business tie-ups**

- To bring new partnerships with organizations willing to work in skill development sector.
- To communicate with corporate to bring CSR projects of skill development sector.
- To liaison with government departments to bring new projects.
- To find leads with organizations looking for alliance to work in skill development sector.
- Developing relevant business proposals
- Leverage your existing relationships and network to bring new projects.
- Handle & Develop competent team as per the need of the project.
- Provide necessary training to team and make them competent.
- Monitoring & evaluating the performance of team by guiding them to move in proper direction.

### **Qualifications and Competencies:**

#### **Education:**

- Master Degree/ Diploma in a related field from a reputed university/ institute.

#### **Work Experience:**

- Minimum 4-6 years of experience of business development particularly involving skill development projects.

#### **Personality attributes:**

- Strong sense of professional commitment, maturity & social accountability.
- Good interpersonal and communications skills, including writing skills in English and Hindi required.
- Ability to communicate effectively.
- Willingness to travel within the district, state and out of state as per project needs.
- Aggressive and Target oriented with ability to work in high pressure environment, multi-tasking, and self-motivated.

#### **Compensation:**

Based on current salary and industry standards