

Craste

https://craste.co/?post_type=jobs&p=1270

Business Development Associate

Description

Craste is seeking a Business Development associate with 1-2 years experience. The associate will be responsible for conducting market research, developing business strategies, building client relationships, and identify new business opportunities.

Responsibilities

- Willing to familiarize yourself with the company's vision and mission, seeking to accomplish set goals and objectives.
- Conducting market research and identifying potential clients.
- Cultivating strong relationships with new clients, while maintaining existing client relationships.
- Collating and maintaining client information in the CRM database.
- Developing and implementing sales strategies, client service and retention plans, and analyzing sales data to inform or update marketing strategies.
- Assist with drafting business plans, sales pitches, presentations, reference material, and other documents as required.
- Ability to manage multiple projects concurrently and meet deadlines.
- Identify new business opportunities and partners.

Qualifications

- Bachelor's Degree in Business Management, Marketing, or related field.
- 1 – 2 years' relevant work experience in business development or similar field preferred.
- Excellent written and verbal communication skills.
- Ability to handle multiple projects simultaneously and work under pressure.
- Strong organization and project management skills.

Contacts

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Hiring organization

Craste

Employment Type

Full Time

Industry

Furniture/Packaging

Job Location

100, NCL Innovation Park, Pashan
Near IISER Pune, 411008, Pune,
MH, India

Date posted

January 29, 2020