

JOB PROFILE

BUSINESS DEVELOPMENT

1. About Frameworkz

Frameworkz, fastest-growing most professional & impactful organization in the Interior Architecture, end to end solutions in workplace Services, Established in 2009 and headquartered in Mumbai. We have over a decade of proven experience in handling Design Consultancy, Design& Build Projects, Facility Management and other Workplace related services.

Our Service categories includes

- Interior Architecture
- Project Management
- Turnkey Solutions
- Facilities Management

2. Overall Job Summary

The Business Development Manager will find new and manage existing partnerships as well as coordinate our approach and sales strategy on large business opportunities. This role identifies, pursues, and secures business with new clients to meet or exceed individual and vertical sales goals within a geographical region, country, and/or territory. The Business Development Manager also establishes and maintains relationships with key customer executives within the industry.

3. Industry

Design, Architecture
Workplace Services

Job Function

Sales Business Development

Employment Type

Regular /Full time

4. JOB Profile:

- Net new client top-line revenue growth and assigned existing client growth
- Build new business pipeline based on targeted and strategic prospecting and qualification
- Manage and coordinate RFI and RFP responses following the defined RFX Process
- Manage new client pricing and contract negotiations
- Provide budget and forecasting support
- Generate targeted sales initiatives with Marketing to approach, develop and convert new business opportunities
- Collaborates with management of major accounts to develop sales programs, and marketing initiatives to be used by the major accounts

5. Educational Qualifications:

- Bachelor's Degree
- Advanced degree (MBA, Master's) preferred
- 4+ years progressive sales and business development experience
- Understand Tendering Process, Margin calculations, Profit and loss.

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- e. Leadership Abilities (direct or indirect)
- f. Periodic travel either locally, nationally, and/or internationally may be required.
- g. High degree of proficiency MS Office Suite, Outlook & Internet applications
- h. Strong analytical, prioritizing, interpersonal, problem-solving, presentation, budgeting, project management (from conception to completion), & planning skills
- i. Strong verbal and written communication skills (including analysis, interpretation, & reasoning)
- j. Solid understanding and application of mathematical concepts
- k. Ability to develop and maintain collaborative relationships with peers and colleagues across the organization, as well as, internal and external clients
- l. Ability to work well autonomously and within a team in a fast-paced and deadline-oriented environment.
- m. Ability to work with and influence peers and senior management
- n. Self-motivated with critical attention to detail, deadlines and reporting

6. Sales Target:

Every business development executive is expected close a specific target each month as decided on time to time. The target sales is allowed to be achieved thru acquisition of new clients or thru repeat order from an existing client. As currently no demographic locations restrictions implemented, the team is allowed to close business for any region across the country. This sales target shall be revised time to time as per the management decision and based on the over growth predictions of the company.