

# PulseHRM

<https://pulsehrm.one/job/business-development-manager>

## Business Development Manager

### Description

Require well groomed Business Development Manager. The Candidate having pleasing personality & Good convincing and communication skill having a proficiency in English, Hindi & Local Language. Should have business to business marketing approach & Brands Acquisition experience. Add-on preference for candidates having sales & marketing exposure in E commerce Industry.

### Responsibilities

- Prospect & consult with local businesses/merchant on exclusive offers for our consumers (app users).
- Identify & close business opportunities with Salons, Restaurants, 5 Star Hotels, Local Retailers & Premium Brands in various categories.
- Present Freedeem as a unique acquisition model for local businesses to acquire new customers and retain their existing customers.
- Achieve monthly on-boarding & revenue targets
- Collaborate with team membersto achieve better results.
- Positive attitude, willingness to hustle and resilience are the attributes we look for
- Basic English Communication is a must
- Manage reports, follow-ups and review

### Qualifications

- Any Graduate (BBA Preferred) can apply

### Experience

2 to 4 years of selling experience

### Skills

Proficiency in using smartphones, tablets & computers, etc.

### Company Culture

Our Team comprises motivated individuals that help each other do remarkable things every day. We face challenges together and we win together. And just like other humans, we make mistakes but we learn from them quickly

### Company Brief

The management has a history of delivering world-class innovative solutions to the Leading Jewellery companies in India & abroad through their 30 years old venture, ORNATE and PROFIT NX. FREEDEEM is the latest addition to the portfolio.

**Freedeem – For Consumers:** We are a shopping app that helps you find and avail the best offers across multiple categories in your city. You can avail exclusive offers on Freedeem from the best of salons, restaurants; star & fine dine properties and leading retail stores of the city, and at the same time, save money on every purchase.

**Freedeem – For Businesses:** We help local brands promote their business on our platform, that solves their occupancy problems, increases their walk-in sandal so helps them with incremental revenue month on month. We are currently operational

### Hiring organization

DSOFT INNOVATIONS LLP

### Employment Type

Full-time

### Job Location

395003, Surat, Gujarat, India

### CTC Package

3.5 Lacs to 4 Lacs per Annum + Incentives + Conveyance

### Date posted

December 23, 2022

### Valid through

31.08.2022

in Ahmedabad, Surat & Vadodara and are about to launch new city the City of Joy,  
Kolkata very soon