

Job Description for Consultant- Strategy & Business Development

About Us:

We are a technology company with a strong focus on web & mobile applications, AI solutions and data analytics. We are a technology partner to dynamic organisations across healthcare, legal, e-commerce & consulting sectors.

The founders of the firm have immense expertise in technology, AI and data analytics and bring along vast domain knowledge in healthcare, legal and financial services domains. With a combined experience of over 16 years, they have worked in some of the best companies across the globe including Fortune 500 companies.

In a short span of over 3 years, we have signed up some of the leading corporates across India as our clients.

Job Purpose:

You will be responsible for evaluating sales opportunities in multiple domains like Healthcare, Automotive, E-Commerce, etc. across the globe **specifically in mobile app development and technology outsourcing**. You would be responsible for driving the B2B sales strategy of the firm including the digital strategy and drive revenue from new and existing clients. This role therefore has clear accountability for creating measurable value.

Your exposure to IT Solution Sales/ Consulting environment will differentiate you from the rest.

If you enjoy working in a dynamic environment, with a strong passion to work with the senior management to execute the sales strategy, then we want to meet you.

Designation: Consultant (Grade 01)

Role: Business Development

Industry: IT/ ITES

Base Location: Chandigarh

Direct Reports: NIL

Reporting to: Co-Founder

CTC: Performance based compensation with no ceiling.

Responsibilities:

- Identifying new business opportunities, lead generation & pre-sales for mobile and web development and Data Analytics through multiple channels including email and other digital channels.
- Undertake market and competitive research; drive competitive analysis across offerings and areas of work.
- Able to conduct Primary / Secondary research through LinkedIn and other professional platforms to generate newer leads, potentials clients.

- Target Database building/ updating/calls, follow ups, client presentations, proposal creation, RFP/ RFI, sales collaterals, closures etc.
- Create concept notes around health/auto etc. using our existing case studies/prototypes
- Brainstorm new and creative growth strategies.
- Build and deliver a strong business pipeline by contributing heavily to the top and bottom of the sales funnel.
- To meet revenue targets.

Education:

- An engineering background (B.E/B.Tech) with specialisation in Computer Science or Information Technology with a strong technology acumen.
- MBA in Sales and Marketing preferred but not an essential requirement
- Minimum 1 year experience in International Business Development with reputed IT/ Technology organisations only.

Pre-requisites:

- Up-to-date with the latest trends and best practices in the digital space. Sound knowledge of upcoming technologies, mobile applications, platforms, Cloud, AI and Analytics
- Fresh and passionate with very strong communication skills, both verbal and written, including the ability to represent Innovantes at various platforms
- Strong presentation skills
- Capable of handling C level conversations
- Strong business acumen
- Self-starter with entrepreneurial qualities and ability to work effectively with team, partners and clients at multiple location(s) with minimal supervision
- Burning desire to achieve results and exceed expectations
- Strong business ethics- Non negotiable