

Darwin Platform Force Limited

Job Description

Job Title : Sales/Business Development
Reporting Line : President
Direct Reportees : None

Roles and Responsibilities:

1. Profile includes 90% sales and 10% operations.
2. Identify, generate & develop new business opportunities.
3. Propose potential business deals by contacting potential partners & exploring opportunities.
4. Screen potential business deals by analyzing market strategies, deal requirements, potential, & financials; evaluating options; resolving internal priorities.
5. Develop negotiating strategies & positions by studying integration of new ventures with company strategies & operations; examining risks & potentials; estimating partners' needs & goals.
6. Close new business deals; developing & negotiating contracts; integrating contract requirements with business operations.
7. Establish & maintain relationships with new & existing clients.
8. Generate new business opportunities in the assigned region / channel.
9. Ensure the existing service contracts are renewed as per existing minimum wages (Central, State or MSGB)
10. Will be responsible for liaising with local law enforcement agencies if required.
11. Managing contractual budgets in line with financial targets
12. Developing professional customer relationships, responding appropriately to customer requests and concerns

Desired Candidate Profile:

1. Should be from Security/Facility Service Industry
2. Problem-solving & analytical skills to interpret sales performance & market trend information.
3. Collaborate with internal groups and outside groups
4. Develop sales plans
5. Excellent oral & written communication skills & negotiation skills.

Educational Background:

1. Graduate/MBA in any discipline.

Additional Pointers:

1. Should be open to transfer to any other group company/department/location on the basis of management requirement.
2. Should be open to take additional responsibilities apart from the current scope of work.