

Dear Candidate,

Greetings from ThinkQuotient Software Pvt. Ltd.

-ThinkQuotient Software Private Ltd. (TQ) is engaged in Manufacturing, Research, Design, Development, Training, and Placement in the field of Education and software development.

-TQ also offers high-quality services and product outsourcing TQ also works on other ventures like Software Development (MyExamo), Courses, Skill Development Programmers, and ThinkQuotient Developers' Programme.

We have an urgent opening for Business Development Officer

Kindly go through the below Job Description

Job Description:

- Plan/Execute Marketing and Business Development activities as assigned
- Keep records of all calls and sales and note useful information
- Ability to learn about products and services and describe/explain them to customers
- To strengthen the company's reach in the assigned market
- Implementation of marketing & promotional strategies for organizational -promotion and development
- To meet the revenue targets
- Understanding the future perspective of the company and developing strategies for growth accordingly
- Researching and analyzing the market to find out better business opportunities
- Finding out loopholes in the current business models/strategies and change them and help in preventing stagnancy in the business by implementing new ideas continuously
- Follow the company hierarchy and processes and imbibe the company culture
- Interacting with the higher authorities of the company such as managers and directors and discussing business issues with them
- Handle assigned tasks, suggest process improvements

Required Skills:

Should have Basic Computer Knowledge.
Should have Excellent Communication and Interpersonal Skills
Should possess excellent Convincing Power.
Fluent in English, Marathi, and Hindi

Job Profile: Business Development Officer

Salary: 3-3.6 LPA depending on Interview performance

Notice period: 2 Months

Probation Period: 3 Month

Recruitment Process:

- L1 Manager Round
- L2 Manager Round
- CEO Round
- HR Round