



Symbiosis Centre for Distance Learning (SCDL)

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Please find the below JD form for your ready reference.

Brief about the Company	<p>Raamaya Technologies is an ISO 9001:2008 company that provides the best in class Enterprise-wide IT solutions and services to its clients across diverse fields, including banking, construction, education, research facilities, entertainment and more. Consistent with its vision to contribute towards "Mission Digital India" in a significant way, the firm has also led several IT infrastructure and mission-critical system integration projects such as setting up and/or restructuring the IT systems & datacenters, IT Security, storage and back-up systems for the Indian Government and Public Sector Units.</p> <p>The firm has an unwavering focus on delivering excellence at all times through strategic planning, consultative approach, generating value to its clients and providing robust, reliable and cost-effective IT/ITES solutions. Enterprise Solutions & Services include:</p> <ul style="list-style-type: none">• System Integration• Managed Services• Web & App Development <p>The firm has strategic alliances with the leaders in Information Technology such as IBM, DELL, VMWARE, Veritas, Adobe, Samsung, Microsoft, Redhat, Symantec, Juniper and many more. Raamaya Technologies team leverages its expertise and experience with a wide range of products, applications and services to provide an un-biased comprehensive solution that best suits its clients' needs.</p>
Current Opening (Designation)	Business Development Manager
Profile of the Candidates	Please find attached the JD
Locations	Pune
Number of Candidates	2-3
CTC / Pay Package (yearly)	Open for discussion
Date of Joining	Immediate
Selection Process & Criteria	3-4 rounds of interview

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Job Description- Business Development Manager

Position

Business Development Manager

Department

Sales Department

Qualification

Must have degree, MBA would be as added advantage

Experience

Min 6 -8 years experience in IT industry

Job Description

1. Lead and Deliver on Monthly, quarterly and annual sales plan of the Mass Market Customers in the business.
2. Provide for all sales operations staff a strong day-to-day leadership presence.
3. Identify geographic growth opportunities and priorities.
4. Achieving your own and your teams target.
5. Responsible for acquiring and developing new business.
6. Business plan for increasing the profitability of the division i.e., cost control and cost-based
7. Decision-making.
8. Profit planning in relation to overall corporate objectives.
9. To close deals for the leads generated either by self initiated calls or internal leads given.
10. Responsible for Payment Collection from the customers.
11. Ensuring all support staff play a key role in servicing the client accounts.
12. Conducting weekly reviews with his immediate Boss and fellow colleagues.
13. Commercial judgments and customer orientation to develop along with the principles.
14. Seeing the sale through, providing good customer service and continuing business development
15. Looking for opportunity identifying wider sales across the whole account.
16. Attending Product Training organized by Principles for Upgrading Product Knowledge.
17. Researching customer's profile for accurate positioning giving effective and Skillful Presentations.
18. Working as per the company's predefined Rules & Regulations.
19. Coaching and mentoring of the team.

Competencies Required:

1. Results Proven track record of exceeding goals
2. Making Judgment/Analyzing Sales Situations/Sales Evaluation Evidence of the ability to

consistently make good decisions through a combination of analysis, wisdom, experience, and judgment.

3. Problem Solving & Delegation Of Tasks

4. A team builder who has experience in scaling up organizations; ability to connect staff both on an individual level and in large groups; capacity to enforce accountability.

5. Exceptional capacity for managing and leading people.

Product Line :

1. Experience in selling Enterprise Solution which includes (IT-Solution sales, Datacenter solution, IT -Storage, Server Sales, Networking Solutions - Switches, Routers, Firewall, Voice, Wireless Solutions, Passive components, Business Consulting & Infrastructure Management Services).

2. Selling Servers, Storages, Virtualization, Backup, Security, etc.

3. IT –ITes, Corporate ,Govt , Banking & Institutional Sales