



**Call:** +91 1204640491

**Email:** [contact@nextbusinessmedia.com](mailto:contact@nextbusinessmedia.com)

**Website:** [www.nextbusinessmedia.com](http://www.nextbusinessmedia.com)

**GST Number:** 09AAPFN8070Q1Z7

---

## **Business Development Manager(Event Sales)**

**Location:** Office B4, Building F-2, Noida, Sector 3, Uttar Pradesh

**Salary:** Rs. 15,000 - Rs. 25,000

**Shift:** 11:00 AM - 08:00 PM

Kindly read the job description carefully before applying.

As a BD Manager- Event Sales, you will be responsible for identifying and engaging potential clients, understanding their needs, and delivering customized solutions.

### **What you will do:**

- Identifying and targeting potential clients in various industries.
- Utilizing your in-depth knowledge of the sales industry and services to provide valuable insights to clients
- Building strong relationships with clients by understanding their needs and offering tailored solutions aligned with their business goals
- Leveraging your understanding of the decision-making processes within client organizations to tailor your approach effectively
- Negotiating contracts, terms, and pricing to ensure mutually beneficial agreements and securing new business
- Providing regular market feedback and analysis to refine our staffing service offerings, ensuring we remain competitive and responsive to industry trends

### **What you need to have:**

- Minimum of 3 years of experience in the sales industry, with a focus on client acquisition, market knowledge.
- Proven track record of successful client acquisition and revenue generation.
- Extensive knowledge of the sales industry
- Strong networking and relationship-building skills
- Excellent communication and negotiation abilities
- Familiarity with the decision-making processes within client organizations

**Address:**

Building Number F2, Office Number B5 (Basement Floor), Sector 3, Noida, 201301, UP, India