



Job Description

Position: Business Development Executive

Department: Consulting



Array Consultancy Services is a fast growing professionally managed business consultancy firm with a portfolio of other ventures. The company provides business planning, strategy, transformation and technology advice to its customers. For further details please visit us at www.arrayconsultancy.com

Job Description

- Engaging with customers and drive business development activities
- Engaging in proposals, collaterals and white paper creation primarily for consulting and other web ventures as well.
- Engage in entire sales process form lead generation, contact management, cold calling, proposals and contracts.
- Act as pre-sales consultant to support the sales team with collaterals.
- Strategize and implement marketing and sales initiatives
- Heavy involvement in helping the leadership team manage multiple accounts
- Ability to work at customer sites if required
- Ability to work on flexible time zones and shifts
- Any other activity that may be needed by the organization from time to time

Qualification

- MBA in Marketing, Finance, Operations, Systems or Strategy
- Experience: 0 – 3 years and above

Skills Required

- Capable of performing detailed financial and business strategy preparation and analysis
- Capable of business research and report documentation
- Analytical with the ability to independently work on Excel, PowerPoint, Word etc
- Knowledge of Financial Analysis and Business Statistics
- Good verbal and written English skills
- Ability to interact with clients on an on going basis
- Team player, self motivated, willing to work for a startup

Employment Terms & Conditions

- **Salary** –INR 1,80,000/- to INR 2,40,000/- per annum. This will comprise of a fixed portion and a variable sales incentives
- **Contract** – Full time employee with 3months' probation period
- **Base Location** – Kolkata. The candidate will need to travel out of the base location should there be a requirement. In the event of the company setting up offices out of Kolkata, the candidate may as part of the job be transferred to that location.

Contact Us

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