

Job Description

Business Development Consultant

Role Description

If you are passionate about being **successful** and being part of a start-up team focused on building something great – here is your chance!

You will be playing a **crucial role** in contributing to our organization's growth by building business. Your main responsibility will be to generate business for TransformME by identifying business opportunities, making initial contact, formulate proposals and pitch the solution to close the deal. Your main target will be to meet sales goals set by TransformME and to foster meaningful relationships with both existing and prospective clients.

This role will also let you work on your creative side! You will be responsible for exciting work on marketing and brand building – including managing the social media platforms.



About the Company – TransformME

TransformME is a Learning solutions organization, which is driven by a shared passion to transform lives!

TransformME provides leadership training interventions, behavioural trainings and executive/ life coaching solutions to its corporate clients.

We started operations in 2012, and generated business from more than 80 clients – with 100% of our work being through word-of-mouth. Some of our clients include – United Nations, Accenture, McKinsey, Schneider, Max Life Insurance, Tata, Sun Pharma, Pepsico to name a few of our 80 clients.



With this success coming from word-of-mouth, we realize we've got something **good**, something **unique** and something extremely **valuable** for our clients. Therefore, this year we are focused on expanding our business and reach – and thus, this position.

We are looking for someone who isn't just looking for a job, but would like to be a part of something larger – part of building something great!

Location: Sohna Road, Gurgaon

Experience: 1– 3 years. Prior experience (if any) preferable in a customer facing role

Website: www.transforme.in

Key Tasks for the role:

Hope you like hats, coz you'll be wearing many!

1. Identifies business opportunities by identifying relevant prospects; researching and analyzing sales options
2. Sells services/ solutions by establishing contact and developing relationships with prospects; recommending solutions
 - a. Make initial customer contact through visits or calls
 - b. Identify each potential customer's needs
 - c. Formulate business proposals according to customers' business needs
 - d. Negotiate prices and variations in prices and specifications
3. Prepares reports by collecting, analyzing, and summarizing information
4. Provide support for senior level client meetings
5. Maintains quality service by establishing and enforcing organization standards
6. Maintains & enhances business knowledge by attending workshops; reviewing professional publications; establishing personal networks; benchmarking state-of-the-art practices; participating in professional societies
7. Manages and markets the Company leveraging the Company's social media platform
8. Contributes to team effort by accomplishing related results as needed



Key Behaviors and Attributes:

Lucky for some, here are the 13 attributes we believe are crucial for this role

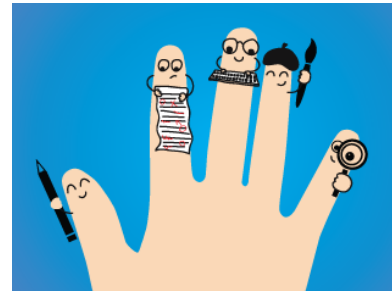
1. Ability and desire to sell
2. Resilience and the ability to cope with rejection
3. Ability to work in an ambiguous, fast-changing environment
4. Self-motivation to work in a small team to build something large!
5. Ability to work under pressure and deliver results
6. Passionate about being successful by creating value – meritocracy
7. Proactive approach to work – take initiative!
8. Ability to manage time well and prioritize tasks
9. High level of Customer focus
10. Ability to take feedback positively and work on it
11. Creativity & Solution oriented approach – find a way!
12. Ownership and entrepreneurship – everything is everyone's job – build the company!
13. Excited about being part of building a company – not just being an employee!



Key Skills for the Role:

Your additional skills are complimentary!

1. High energy level and motivation for sales
2. Excellent presentation skills
3. Excellent command over English language (spoken & written)
4. Good knowledge of MS Office (ppt, doc, xls)
5. Personal organization and time management
6. Good convincing/ persuasion skills
7. Creative designing skills – on powerpoint etc would be an added advantage
8. Customer relationship management skills – tackling difficult clients & their issues



What you get:

Not asking you to work for charity!

1. A wonderful learning environment – working with professional trainers and executive coaches
2. Superb opportunity to learn new things – attend world-class workshops for free!
3. Merit based pay – a fixed salary plus and extremely lucrative result based payout
4. Opportunity to grow the organization and grow with the organization



Interested?

Still reading? You ARE interested!

If this sounds like something you would enjoy doing, while creating personal value for yourself – lets get going!

Resume's are passé – send us a video recording of yourself (selfie mode video will do!) introducing yourself and sharing 3 reasons why we should have you on our team!

Send us the video via whatsapp (9560515888) or email to gatik.c@transforme.in

Looking forward to meeting you.