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 **GANAVI N M HR SOLUTIONS PVT LTD**

 **HOD-Business Development**

 **JOB DESCRIPTION**

**We are hiring Talented Business Development Head for our Organization**

Work Location : Bangalore

Salary : 4.8-6.0 CTC per Annum

**ROLES & RESPONSIBILITIES**

1. Identify new business opportunities and generate leads

2. Develop and maintain relationships with clients, partners, and stakeholders

3. Conduct market research and analyze industry trends

4. Create and present business proposals and pitches

5. Negotiate and close deals

6. Develop and implement business strategies to achieve sales targets

7. Collaborate with cross-functional teams (sales, marketing, product)

8. Monitor and report on sales performance and market trends

**\*Skills\***

1. Excellent communication, presentation, and negotiation skills

2. Strong business acumen and industry knowledge

3. Ability to think strategically and analytically

4. Effective time management and organizational skills

5. Proficiency in CRM software and sales tools 6. Strong network