

Business Development Leads (Mid/Senior level)

The primary role of the Business Development Lead is to prospect for new clients by networking, cold calling, advertising or other means of generating interest from potential clients. He/She must then plan persuasive approaches and pitches that will convince potential clients to do business with the company. He/She is also required to grow and retain existing accounts by presenting new solutions and services to clients. Business Development Lead works with Senior level management, marketing, and technical staff.

Business Development Lead 's focus:

- Identifies trendsetter ideas by researching industry and related events, publications, and announcements; tracking individual contributors and their accomplishments.
- Locates or proposes potential business deals by contacting potential partners; discovering and exploring opportunities.
- Screens potential business deals by analyzing market strategies, deal requirements, potential, and financials; evaluating options; resolving internal priorities; recommending equity investments.
- Closes new business deals by coordinating requirements; developing and negotiating contracts; integrating contract requirements with business operations.
- Updates job knowledge by participating in educational opportunities; reading professional publications; maintaining personal networks; participating in professional organizations.
- Enhances organization reputation by accepting ownership for accomplishing new and different requests; exploring opportunities to add value to job accomplishments.

Business Development Lead Skills and Qualifications:

- Market Knowledge of technology area(preferably: BlockChain, Artificial Intelligence, Cyber-Security etc)
- Business/Technical degree with experience (0-2 yrs, 3-6 yrs)
- Motivation for Sales
- Prospecting Skills
- Sales Planning
- Selling to Customer Needs

Our company's website is <https://www.inventforces.com> for any further details.