

Manager/Senior Manager Business development

Grade / Designation	Manager/Senior Manager Business development
No. of Openings (Only numeric values)	1
Function / Domain	BD, Sales & Mkt
Qualifications	B. TECH Electronics & Communication , Added education-MBA
Desired Experience Level (in years)	12-17 Years
Age	30-40 Years
Reporting To	VP BD, Sales & Mkt
Job dimensions / Span of Control	
Place of Posting (Name of City Only)	NOIDA
Additional Information	
Role Objectives (50 words max)	Taking care of Business Development, Sales & Marketting activities.
Key Responsibility Areas (KRAs)	To assist in developing and implementing a strategic business plan that expands company's customer base and ensures strong presence across the region.
Financial:	
	To assist in market analysis and research on competition towards developing pricing approach and Business case for new products. Understanding market trend & market potential through primary and secondary market research for development of new products & advancement in existing products.
	To assist prospective customers in drafting technical specification of RFP as technical guide to ensure that we are in position participate with the viable products and solutions within VISTA's Scope.
	Assist in capturing customer requirements, evaluate / study the technical requirements and draft complete solution in consultation with R&D team.
	Timely tracking of RFPs/RFIs from portals and follow-ups to ensure opportunities are not missed.
	Assist in preparation of techno-commercial proposals & work on Cost sheets. Submit response to Tenders, RFI, RFPs and EOI. Follow up of submitted responses, attending various Pre-bid meetings, TEC etc.
	To assist in creating sales forecast data, analysis reports and business plan for the current and next Financial Year.
	Handling all communication and relation building activities, preparation of presentations, marketing events, Client relationship building & retaining.
	Design & execute market penetration strategy, End to End Customer Communication, Promotional activities to ensure larger reach to existing & new customers prospects.
	Assist in drafting and reviewing contractual documents like MoUs, NDA, Partnership Agreements, Contracts, Purchase Orders etc.
	Must have worked with DRDO, BEL, CABS, MOD, Defence PSUs, TASI, TATA and L&T etc defence giants for business generation and revenue generation during career growth and other achievements.
Key Performance Indicators (KPIs)	Target Acheivement
	Cost Effectiveness