

## Walk-in interview for Business Development Executive @ Ideametrics Private Limited

### Roles & Responsibilities: -

- Be part of Business Development team and proactively identify, qualify, and acquire new & lost business opportunities
- We have developed extensive algorithm for Business Development – be part of the process and drive the process for BD betterment.
- Report to the core management team during the internship period – to learn, implement and strategize the BD process.
- Prospects and develops profitable new & lost customers using a systematic approach which includes customer potential/stratification
- Responsible for producing and presenting Prime Vendor proposals to prospective customers
- Relationship building - Develop and maintain ongoing working relationships existing client or new client.
- Capability of successfully and professionally delivering presentations to new clients.
- Develop and implement strategic Business Development sales plan to achieve company goals
- Consult with the customer to identify and define customers business needs, create proposal based on the customer needs and send the same to client.
- Negotiate with client and convert the order.
- Track updates on progress and measure/evaluate performance.

### Why Ideametrics: -

- Get to work with best minds for problem-solving.
- A fast-growing organization with real world problems to tackle.
- Work for own products and be part of something exciting. Provides a platform to propose hypothesis -> check hypothesis during implementation -> refine.
- Ability to learn what works and what doesn't, focus energy on what works and perfect the same.
- The right candidate can look for bright future @ Ideametrics to grow with the organization.

### Candidates with fresh take on BD desirable: -

- Most organizations prefer candidates with experience, we are opposite in our requirement. We prefer candidates with a fresh take on BD. We at Ideametrics have developed our own process for BD which has worked exceptionally well. We want fresher's with the zest and energy, right attitude to learn, implement and better that process. Conversely, candidates with experience in other domains who have passion for Business Development, can also apply since from our perspective they represent a fresh perspective for BD.

### Requirements:

- Mechanical Engineering Graduate who want to work in BD can apply
- Fresher required for the said post
- Good business communication skills (written & oral)
- Basic computer/ Internet knowledge
- Candidates should be self-driven, creative, and strategist to be able to handle this role.

### Salary:

- For first 3 months, the candidate will be an Intern at Ideametrics Pvt Ltd on stipend of 12,000 per month. After internship period completion candidate will be recruited on permanent post on the basis of performance having package between INR 250,000 - 350,000 P.A.

### Message from Mr. Sangram Powar (CEO & Founder Director): -

I remember when I was passing out from IIT Bombay as a M.Tech. candidate in Design Engineering, I had the excitement to contribute to betterment of our society and work on challenging opportunities. Since I was a core techie, sales and marketing was the last profile I dreamed of. Seems like my definition of Sales and Marketing was not accurate as I thought. For me anyone who listens to a problem and offers a solution is a marketer, to listen to the problems of customers and whole-heartedly solving them is the role I take very seriously and I think is the most noble role one can take up. I invite you who believe has the ingredients to work for this role alongside us, be part of our team and a common vision.