

JD- Manager - Business Development- MDPs

Designation	Manager- Business Development	Department	Management Development Programme (MDPs)
Location	SPJIMR Campus, Mumbai	Reporting to	Director- MDPs
Job Responsibilities	Profile Summary: We are looking for a competent professional to undertake business development /customer acquisition to the corporate sector for SPJIMR. The goal is to build the SPJIMR brand and drive sustainable growth. The role will involve (but not restricted to): - New B2B customer acquisition - conduct research to identify new markets and customer needs - Managing existing customers – enhance business opportunities and build long term relationships - Ability to engage with senior executives and build corporate learning customized programmes. - Ability to structure journey-based, multi-pedagogical learning interventions - Ensure implementation of processes as required for the department - Help build positive relations within the team, partners and other external parties - Make proposals, keep updated customer records and create reports as required - Enhance MDP image through media relations, social media posts etc. as required		
Education Qualification	Postgraduates with education in business administration will be given a preference. Graduates with relevant experience may also apply.		
Previous Experience	10+ years of total work experience in a client-facing role. Minimum 5 years of relevant work experience (in corporate training / B2B relationships).		
Skills/Capabilities Required	- Business development and customer management skills - Ability to work with diversity and multi-disciplinary teams - Excellent time management and organizational skills - Negotiation skills - Organized & Detail-oriented - Tech savvy, proficient in MS Office - Outstanding verbal and written communication skills		
Correspondence	Interested candidates can share their resumes on navin.poojari@spjimr.org		