

Designation	Lead – Client Engagement	Department	Management Development Program
Location	Bangalore	Reporting to	Director – Learning Partnerships
Job Responsibilities	<p>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):</p> <ul style="list-style-type: none"> - New 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 strategic partnerships - Ability to structure large and complex deals / solutions - 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	Post graduates with education in business administration will be given a preference. Graduates with relevant experience may also apply.		
Previous Experience	Minimum 5 years of work experience. Would prefer 4 +years of relevant work experience (Preferably in service/Education sector)		
Skills/Capabilities Required	<ul style="list-style-type: none"> - 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 		