

CIN: U70200AR2023PTC013998

COMPANY ESTD: 2023



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NEHRM SERVICES PVT LTD

CURRENT OPENING

Dated: 30th October, 2023

Position: Open for Interviews

Greetings for the Day,

NEHRM is looking forward to recruit for the below vacant position:

Position: Business Development Executive

No. of Openings: 2

Sector: Private

Salary: Starting Rs. 12,000/- pm

Incentives: Yes

Scope: Contractual for 1 Year

Location: Itanagar, Papum Pare, Arunachal Pradesh.

Qualifications & Other Requirements:

1. BCOM/BBA/Any Graduate Course.
2. MBA (Specialization in Marketing & Sales) (Highly Preferred).
3. Great human resource networking skills.
4. Well versed with Mathematical, Accounting, English speaking & Writing Abilities.
5. Ability to generate revenue by identifying pain points and suggesting suitable products or services etc.
6. Pro-efficient with digital communication, computer, IT software & tools.
7. Pleasant personality, neat, well-groomed appearance with great inter-personal and multi-tasking skill sets.

Role & Responsibilities:

1. Actively strive to generate revenue by establishing relationship prospect clients and by being an expert and the voice of the Company's Products & Services and be able to sell them successfully in any given situation.
2. Regularly strive to acquire Clients from local, national and international markets across all verticals.
3. To head-hunt the key persons of any type of establishment from any sector whether Private, PSU, Semi-Govt, NGO, Govt or Corporate Organizations and do the research about the profile of the establishment, their services, their requirements, the Chairman, the Founder, CEO, Head HR, number of branch offices, the year founded, and the total strength the employees. Further, propose and appoint meeting to explore business opportunities – B2B or B2C Sales.
4. Planning, organizing, preparing presentations and draft business proposals.
5. To identify, generate leads, regularly create pipelines of clients and new business opportunities, create brand awareness and sell the Company's primitive services through cold calling, email marketing, face-to-face meeting, video conference meetings, social media platforms and through your own pre-established network.
6. Actively converse, communicate, follow up with new and existing clients for smooth business processes, and work on monthly targets.

Waii Apartment, Abotani Colony, Itanagar, Papum Pare, Arunachal Pradesh, India – 791111

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Email id: nehmservices@gmail.com

www.nehrm.com

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7. Negotiate with prospect clients for favourable terms and conditions on calls, F2F meetings, emails & video-conferences etc.
8. To meet & address International Clients, Indian Clients and Local Clients. Improve margins and maintain high
- quality services to all types of Clients.
9. Draft, finalize and sign the agreement, general clientele contracts on behalf of the Company.
10. Manage revenue of the Company, process invoices through accounts department and follow up with Clients for payments of successful deployments.
11. Follow industry trends and maintain the brand value Locally, Nationally and Internationally.
12. Attend any type of events with the sole intention to network and thereby to attract and retain prospect clients.
13. Compile and analyze weekly and monthly revenue data to identify room for financial growth of the Company.
14. Ability to maintain a high level of professionalism and confidentiality.
15. At all times, maintain professional relationships & demeanor with the esteemed clients that results in revenue, profitability, growth & successful long-term relationships.

Additional Offerings by the Client for this Role:

1. Laptop
2. Office Ergonomics

Scope at this Role:

1. Opportunity to experience industry exposure with the lead to enhance your business acumen with practicalities.
2. Increment in salary (conditional on performance basis post completion of 6 months).
3. Contractual in nature. (Contract renewable on satisfactory performance)

Interested candidates can:

1. Kindly register their profile at www.nehrm.com
2. Submit the updated CV at nehmservices@gmail.com

Best Regards,
Team NEHRM
www.nehrm.com

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