

	<b>JOB DESCRIPTION</b>		
<b>Company Name</b>	Accentiv'	<b>Location</b>	Mumbai, Delhi, Bangalore, Chennai
<b>Department</b>	Business Development	<b>Reporting Authority</b>	Head - Business Development Manager
<b>Designation</b>	BDM		
<b>Operating Network</b>			
<b>Internal Network</b>	Client Servicing, Customer Service Operation, Purchase & Finance	<b>External Network</b>	Corporates.
<b>Job Purpose</b>			
To prospect and secure the best accounts in loyalty marketing and rewards space using the best practices in mapping, relationship building and solution development.			
<b>Key Result Areas</b>			
To achieve budgeted individual targets for Accentiv Products & services.			
To build the seeding database from internal and external data sources.			
Mapping industry/verticals to ensure in-depth market coverage.			
Convert cold calls into warm and hot leads.			
Prepare customized proposal presentations to provide the strategy and solutions for the client Customer, Channel or			
To manage coordination with all internal support teams to help develop the proposal and price budgets.			
Complete responsibility on developing the Scope of Work for the client programs.			
Must have been exposed to corporate sales and concept sales with a good sales and marketing acumen.			
Market study in terms of competition mapping, market intelligence and market share.			
<b>Working Conditions.</b>			
Field job = 70%, Office work = 30%			
<b>Competencies</b>			
<b>Knowledge</b>	<b>Skills</b>	<b>Abilities</b>	
Knowledge of loyalty domain	Corporate Sales and concept & Client Relationship & inter-personal skills	Ability to work independently and A very good sales person as well	
	Business Development & large account		
	Excellent written and verbal		
	Person should be methodical & organized		
	Dealt with key decision makers in		
	Excellent knowledge of MS office		
<b>Preferred Industries</b>	<b>Age Group</b>	<b>Total Experience</b>	
Loyalty & marketing companies	25-35	Minimum 4+ years in sales &	
<b>Education</b>			
Graduation from a leading			