

POSITION SUMMARY:

We are looking for an ambitious, energetic, resourceful and dynamic Business Development Manager for Import-Export of Products and Business Services. The candidate should be self-motivated, trustworthy and have the ultimate drive to perform & deliver results.

Green Globe Impex, Inc. is a startup promoted by young, agile, bright, professional & I.T. graduates to bring the latest products and applications to improve process management, efficiency, cost reduction and use of analytics, IOT, Artificial Intelligence (AI), Machine Learning (ML) to improve quality of life for people worldwide.

Information is knowledge and digital earning is knowledge economy. Technology-based innovation models are changing the industry paradigm.

Digital processes with services and solutions are the drivers of today's business performance.

Knowledge processes are intensive data-driven activities encompassing the process of gathering, managing, analyzing and delivery insight into businesses. Green Globe Impex Inc. with its combined engineering and IT background are uniquely placed in the sector.

The surveys, designs, and engineering solutions used with advanced equipment like drone surveys, GIS, NSV, Photogrammetry and processing through outsourcing of services globally with special emphasis to India. It is generally defined as "KNOWLEDGE PROCESS OUTSOURCING" (KPO). It requires very advanced, analytical and technical skills & expertise of software application like Adobe, Auto Cad, Revit, MX Road, ArcGIS etc.

KPO has a role to play in every knowledge-novice or knowledge-savvy regardless of the industries. Green Globe Impex, Inc. invites you to SEE, IMMERSE in it, FEEL it, TEST it, EMBRACE it & you will be hooked for life.

COMPETENCIES

- Working with people
- Adhering to GGI principles and core values
- Relating and networking
- Persuading and influencing
- Presenting and communicating information
- Delivering results and meeting customer expectations
- Analyzing

KEY DUTIES AND RESPONSIBILITIES

- Create a business plan for each item of products and services.
- Assimilate all available data for each product viz market size, major players, database, product spec's etc.
- Prepare and distribute marketing/media kit to prospective clients.
- Arrange business meetings with prospective clients.

- Follow up with prospective clients to close new business opportunities and increase brand recognition.
- Lead introduction presentations to generate and qualify leads.
- Proactively contact prospects using multiple channels (including cold calling, warm calling, InMail, etc) to establish a relationship that will lead to a sales opportunity.
- Identify prospects using multiple resources including but not limited to trade shows, business directories, websites, social media, and all other sources.
- Research identified prospects for vetting, to determine suitability and best contact to build & maintain a meaningful and results-driven conversation.
- Reactivate existing dormant and/or inactive leads and opportunities.
- Contact and qualify all in-bound prospect inquiries generated from marketing campaigns including website, e-mail and social media campaigns.
- Manage, analyze and provide reporting on full-cycle lead to sales conversion.
- Establish rapport with prospects and determine potential opportunities, customer needs, competitive situation, objections and effectively communicate features and benefits of GGI products and solutions.
- Ensure all marketing and sales reporting for the USA market is an accurate reflection of market activity.
- Onboard and account manage closed prospects to ensure smooth delivery implementation.

SKILLS

- Proven work experience as a Business Development Executive/Manager or a relevant role in an import & export organization.
- Experience in working with various tender portals, database companies, research campaign, port data portals etc.
- Outstanding communication and interpersonal skills.
- Excellent presentation skills utilizing Power Point and web video conferencing systems.
- Knowledge of Cloud Based online project reporting & MIS generation.
- Experience in working with regulatory agencies concerning import & export documents, product registrations/licenses and permits.
- Ability to remain informed with policy changes on import & export trade documentation regulations.
- Experience with national account sales/regional sales.
- Experience in products and solution selling.
- Commercial acumen.
- English language skills (spoken & written.)

REQUIREMENTS

- Master's Degree with concentration in International Trade, Global Business, Global Engineering or similar.
- 2 years of previous experience in educating customers on product benefits and service solutions.
- 2 years experience in a business development role for imports & exports of goods and services.