



Example of Business Development Service Job Description

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Our company is growing rapidly and is hiring for a business development service. Please review the list of responsibilities and qualifications. While this is our ideal list, we will consider candidates that do not necessarily have all of the qualifications, but have sufficient experience and talent.

Responsibilities for business development service

- Enhance Palls service value proposition
- Report, plan and achieve the forecast for service sales
- Develop new customers, build relationships (Personal direct contact to major market players and opinion makers), promote services and enhance Pall Service offerings
- Work closely with the regional sales team to leverage Pall Service offerings to enhance base and capital goods sales
- Provide customer information to the various departments of Marketing, Trade Marketing, Telesales, Customer Service and Logistics to optimize all processes inherent to the sale (billing, customer visits, ordering, delivery orders, schedule calls, etc .)
- Ensures that customer satisfaction targets are met / exceeded
- Manages internal value chain communication improve response times
- Ensures CRM records and systems are maintained
- Accountable for KPI's and initiatives to enhance business revenue performance
- Drive preference in targeted key N.A

Qualifications for business development service

- Strong motivation motivated for developing new markets and accounts

- Minimum 5 years' experience as a Senior Sales Person in an Engineering or Technology company with Services experience being a distinct advantage
- Team management experience – at least 2 years
- Tertiary qualifications in business or a related industry