

Business Developer

About NXT Group

NXT GROUP is an independent international advisory firm. NXT GROUP is the umbrella for several sales offices, successfully selling, marketing and advising high quality advisory and business support services for the European private and public sector. It's headquarter is located in the Netherlands.

The NXT Team currently consists of enthusiastic colleagues spread over offices in the Netherlands, Turkey, India and Colombia. We all share the same passion and dedication to be successful as 'team NXT' despite our differences in cultural backgrounds and skills.

NXT GROUP offers a pleasant, competitive, informal working environment with colleagues who work well together, and are proud to work for NXT and share a passion for 'doing business in emerging markets'. Next to good working, NXT GROUP offers you the opportunity to work in a responsible and challenging position within a dynamic, international and ambitious environment. Together we want to be the 'best' in the market; therefore we have a strong focus on team achievement.

Position: Business Developer

Location: Bangalore, India

When: immediate

Necessary Skills:

- Must have strong interpersonal skills;
- Must have excellent analytical and research skills;
- Must have superior written and verbal communication skills as well as good presentation skills;
- Must have good organizational skills and the ability to effectively prioritize tasks;
- Must have excellent computer and technical skills and knowledge of report writing and presentation software;
- Must have excellent math skills;
- Must be detail oriented

Requirements:

- Minimum a Bachelor's degree in International Business
- 5+ years of experience in business development, sales and Marketing
- Language skills; fluent in English both verbally as in writing;
- Experience with commercial CRM software;
- Strong analytical thinker

Report to: Country Manager

Primary – Tasks and Responsibilities

You ensure support to NXT GROUP's Commercial Director and the Country Manager and your work contributes to identifying, developing, and analyzing sales- and commercial opportunities for the total organization. This is a full time, permanent opportunity for the business developer to join NXT GROUP in Bangalore, India.

Among others, your tasks include:

- Recommends marketing strategies for the purpose of enhancing company sales;
- Supporting the commercial management team by analyzing and understanding business trends, and providing timely, accurate business information;
- Conducts market research into emerging trends in the industry;
- Analyses the techniques and successes of the competition;
- Creates custom reports and generates standard reports for management and sales staff;
- Prepares the commercial procedural and operational manuals for staff and management;
- Meets/Communicates with commercial staff to explain new systems or procedures;
- Proactively use Management information to recommend improvements to the sales processes;
- Finds new business partners for the company;
- Helps create and maintain a marketing plan for a new or existing product;
- Helps develop new sales leads for the company;
- Researches marketing opportunities and communicates to marketing staff;
- Produces statistical models to help predict market trends;
- Determines target audiences to introduce new product offerings;
- Reads publications and attends seminars on industry trends to aid in keeping ahead of the competition;
- Identifies potential new markets;
- Assists with writing proposals.

Are you the Business Developer we are looking for? Please send your CV and motivation letter to hr@nxt-group.com with reference number: BD-IN