

Job Description for Business Development Manager

About Vizara Technologies:

Vizara is a technology start-up, founded by entrepreneurs holding PhDs from IIT Delhi, IIT Kharagpur and MIT, offering knowledge-based solutions with Augmented Reality (AR), Virtual Reality (VR), Mixed Reality (MR), Artificial Intelligence (AI) and 3D printing technologies in various domains such as heritage preservation, tourism, education, entertainment, infrastructure, new media, and smart city governance.

Vizara has been working with the Indian Government since its inception and is established as a trustworthy and reliable partner by different govt agencies for delivering quality products and services on time. Besides the B2G business, we also service B2B clients.

We are seeking an experienced and result-driven Business Development Manager to lead our business development efforts and help drive the growth of our company.

Roles & Responsibilities:

- Researching and identifying new business opportunities - including new markets, growth areas, trends, customers, partnerships, products, and services - or new ways of reaching existing markets.
- Building and maintaining relationships with key decision-makers in government ministries and departments, and staying up-to-date with the latest developments and initiatives in the government.
- Regularly checking government tender portals and other procurement channels for relevant opportunities, and following up with government officials to ensure timely submission of bids and proposals.
- Coordinating with technical teams and subject matter experts to prepare high-quality responses to government tenders and RFPs.
- Building and maintaining relationships with customers/clients, understanding their needs, and responding effectively with a plan of how to meet these.
- Developing and implementing marketing and sales strategies to promote the company's products and services and increase revenue.
- Conducting market research and analysis to identify emerging trends and opportunities, and using this information to inform business strategy and development plans.
- Building and maintaining relationships with key stakeholders, including industry experts, influencers, strategic partners, key stakeholders in the government, including ministers, department heads, and other officials.
- Managing the business development pipeline and ensuring timely follow-up with prospects.
- Providing regular reports on business development activities and progress to senior management.
- Developing and delivering presentations to key stakeholders, including investors, partners, and customers, to showcase the company's products and services and drive business growth.
- Drawing up and negotiating contracts with government clients, and ensuring compliance with government procurement policies and regulations.

Qualifications:

- Bachelor's or Master's degree in business administration, marketing, or a related field.
- 5+ years of experience in business development or sales, preferably in the technology industry, with a proven track record of generating new business and achieving sales targets.
- Strong communication, negotiation, and interpersonal skills.
- Ability to work independently and collaboratively in a team environment.
- Analytical skills to identify market trends and opportunities.
- Proficiency in Microsoft Office Suite and CRM software.
- Having prior experience working with the government would be an added advantage

Vizara Technologies Private Limited

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Desirable Qualities:

- Positive attitude, self-motivated, and result-oriented.
- Flexibility to adapt to a rapidly changing environment.
- Knowledge of Augmented Reality (AR), Virtual Reality (VR), Mixed Reality (MR), Artificial Intelligence (AI), and 3D printing technologies is a plus.
- Ability to work under tight deadlines while maintaining high-quality outputs.

Application and Assessment Process: Selected candidates will be invited to attend a combination of interviews and case studies. This selection process is subject to change, but you will be notified if any changes are made.

Experience - 5+ Year

Location - Delhi NCR