

<b>Post*</b>	<b>Senior Business Development Executive / Business Development Manager</b>
<b>Company Name*</b>	<b>Multiversity Pvt Ltd</b>
<b>Company Profile*</b>	<p>Multiversity was founded in 1998, at the threshold of the new century, to advance the application of Information Technology in areas of Education, Governance, and Services. It has made significant contributions in each. Multiversity has created Technologies and Services for the emerging knowledge-based society.</p> <p>Millions of users have used our products and services, underlining our commitment to developing world-class Technologies and Solutions. Multiversity also works closely with various Government, Semi-Government and local Self-Government bodies all over India in the areas of e-Learning, e-Governance, and e-Services and has successfully completed projects having large-scale social implications.</p> <p><b>Creative Digital Agency: Multia</b>  Multia is a creative digital agency, which was launched with a mission to deliver intelligent design solutions and engaging experiences for clients all over the world. Multia's core expertise is Web Design, Branding, Content and Strategy. Multia has worked with clients of global repute such as Mahindra, Kalyani Group, Tata Group, TCPL, and many more. Multia has experience in designing digital properties for clients spanning industries including tech, healthcare, financial, retail, residential, education, and the non-profit sector.</p> <p><b>Multiversity Chief-Mentor: Dr. Vijay P Bhatkar, (<a href="http://www.vijaypbatkar.org">www.vijaypbatkar.org</a>)</b></p>
<b>Job Description*</b>	<p>We are looking for an ambitious and energetic Business Development Executive/ Manager who is passionate about design and technology, bring in new business, pitch to clients, enter new markets and build solutions as per client requirements.</p> <p>You will be the face of the company and will work closely with the management and mentors.</p> <ul style="list-style-type: none"> <li>• Should be highly motivated, passionate, committed to good work and handling a team, clients, and partners.</li> <li>• Communication skills should very strong to cater to the global market.</li> <li>• Develop growth strategies and plans for new markets</li> <li>• Should be driven by the challenges to develop ideas and strategies that help take the business to the next level.</li> <li>• Knowledge and background in design, technology, and strategy</li> <li>• Negotiation skills should be strong.</li> <li>• Expert in using CRM tools such as Zoho.</li> </ul> <p><b>This is an exciting opportunity to work with a high-performing, creative team, with the freedom to grow.</b></p>
<b>Candidate Profile*</b>	<ul style="list-style-type: none"> <li>• Prospect for potential new clients and turn this into increased business</li> <li>• Sales generation</li> <li>• Client communication</li> <li>• Pitching</li> <li>• Creating tailored and personalized presentations</li> </ul>

	<ul style="list-style-type: none"> <li>Working with Management and coming up with effective strategies.</li> </ul>
<b>Minimum Experience*</b>	3 Years
<b>Maximum Experience*</b>	5 years
<b>Location*</b>	1A, I-Space, S.No.51, Bavdhan Khurd, Off Pune-Mumbai Bypass Rd, Bavdhan, Pune – 411 021.
<b>Compensation</b>	As per company standard.
<b>e-mail*</b>	<a href="mailto:HR@multiversity.co.in">HR@multiversity.co.in</a>
<b>Website</b>	<a href="http://www.multia.in/">http://www.multia.in/</a> <a href="http://www.multiversity.co.in">www.multiversity.co.in</a>