



Careers

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Hiring organization



Employment Type

Intern

Relevant Experience

Worked with a Studio or E-Commerce Company

Job Location

📍 Ghitorni, New Delhi, India

Working Hours

🕒 10:00 AM to 7:00 PM

Date posted

📅 December 30, 2023

PDF Export

📄 Export as PDF

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Position title

Business Development Manager

About Us

ODN (short for 'Open Doors Now') is the market leader in Shop-Now Content™ strategies, enabling brands and e-commerce platforms to sell successfully online. ODN delivers better customer conversions on e-commerce platforms through proprietary top-line processes, which include consumer research, content data analysis, production and design of impactful rich-media content, brand audits, and developing hi-conversion listing content.

Roles and Responsibilities

1. Managing client relationships - Ensuring long lasting relationships with the clients
2. Growing existing BAU & New client acquisition.
3. Coordinating with internal teams to ensure client needs are met
4. Operational coordination of client goods - Managing transportation of goods
5. Ensuring that the given revenue targets are being met
6. Creating proposals & data management
7. Field work/meeting clients aggressively in markets.
8. Lead generation through cold calls & connects. Managing end-to-end sales process till closure.

Education

Preferably Graduation or a related field.

Experience

5 to 6 year of experience to handle the client and managing sales.

Contacts

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