

Applicants are required to appear for Walk-In/ Virtual Interview (request for Online interview with prior intimation to hr@kiht.in before **17th October 2022** may be considered) for Interview on **19th October 2022** at 11.00 am to the Office of KIHT, Kalam Convention Centre, AMTZ Campus, Pragati Maidan, VM Steel Project SO, Visakhapatnam-530031, with certificates, pay-slips of previous three months, experience certificates and other documents

Consultant – Digital Services (Business Development)

Terms of Reference:

1. To increase the sales and business development.
2. To achieve desired targets.
3. Setting goals and developing plans for business and revenue growth.
4. Researching prospective distributors in target markets.
5. Developing quotes, Tenders for domestic / international markets.
6. Coordinating investor's meet / conferences.
7. Undertake the assignments, which may be assigned from time to time.

Eligibility:

1. Qualification: Any Graduation / Post graduation degree.
2. Experience: Minimum 10 to 15 years of experience in marketing / business development / sales.
3. Must have Good communication skills, Analytical and Negotiation Skills
4. Must have domain expertise in Business Development / Sales.
5. Must have advanced proficiency with Microsoft Office (Excel, Word & PPT)
6. Must have good communication, presentation skills, analytical and interpersonal abilities
7. Must have Team Spirit, Agility, time management, prioritising and the ability to handle a complex and varied workload.
8. Must maintain confidentiality and discretion in all aspects and be comfortable with flexible working schedule to meet the needs of the Company
9. Should demonstrate the ability to handle urgent matters, multiple tasks simultaneously
10. Age up to 45 years