

Job Title -: Business Development

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| • Location. - Mumbai. | Start Date. - Immediately. |
| • Duration. - 2 -3 Months. | Stipend. - Unpaid. |

Introduction:

Dialogues Media is a noted media-based company applying metrics to assess the efficacy of services or products of its customers in the competitive marketplace. Right from discovering the target audience building and getting useful feedback, we offer a complete spectrum of expertise including advertising, market research, and PR activities.

At Dialogues Media, we aspire to provide our customer's counsel based on our acumen and experienced judgment. Irrespective of the business size we work closely with our clients and strive to give our best to them.

Job Description:

- Generating prospects through cold calling & other online & offline sources
- Develop business opportunities and market opportunities by researching and identifying potential accounts
- Arrange business meetings with prospective clients
- Identify the clients' needs and problems and offer the best solution
- Create informative presentations; present and deliver information to potential clients by
- Conducting meetings/ over calls
- Create and maintain a list/ database of prospective clients
- Maintain a funnelled report of all sales administration using excel

- Strong follow-up to close the leads
- Maintain fruitful relationships with clients

About Internship:

Day-to-Day Responsibilities Include:

- Generation Prospects
- Calling for Appointment
- Briefing about the services.
- Strong follow-ups to close the deals.

Skill(s) Required:

- English Proficiency (Spoken)
- Ability to interpret large amounts of data and to multi-task
- Strong communication and presentation skills
- Excellent knowledge of statistical packages (SPSS, SAS or similar), databases and MS Office
- Search engines, web analytics and business research tools acumen
- Familiarity with CRM programs
- Adequate knowledge of data collection methods (polls, focus groups, surveys etc)
- Working knowledge of data warehousing, modelling and mining
- Strong analytical and critical thinking.

- Project management and planning
- Delegation and time management
- Leadership and communication skills
- Networking and Problem Solving
- Detail-Oriented

Who Can Apply:

Only those candidates can apply who:

- are available for full time (in-office) internship
- can start the internship immediately
- are available for duration of 2 - 3 months.
- have relevant skills and interests
- women wanting to start/restart their career can also apply.

Perks:

- Internship certificate
- Recommendation letter.

Notes:

- If the Job/internship is extended to three months Basic Stipend can be provided based on candidate performance and company's decision.

Pre-Placement Offer:

- Students in Last year can be offered a PPO (Pre-Placements offer) in Mumbai CTC details would be shared once students is considered for PPO bases on candidate performance and company's decision.