

Manager, Business Development (Bangalore/Delhi)

Vizury Interactive is a leading behavioural advertising solution provider headquartered in Bangalore, India. We are backed by leading VC firms from India, Singapore & Silicon Valley and work with leading marketers in the banking, stock trading, financial services, ecommerce, travel & leisure, dating & automotive space amongst others. We are present globally in China, Singapore, Australia, Spain & UK, either directly or through strategic partnerships & are aggressively expanding its foot-print into four more markets.

We help the advertisers optimize their RoI through our targeting platform by letting them have 1:1 conversations. Our path breaking product, **Visitor Relationship Management (VRM)**, enables advertisers to engage and monetize online drop offs'. The 1:1 marketing conversation is enabled through thousands of highly personalized rich media ads that are powered by statistical modelling of user behaviour, dynamic message generation module and a high calibre response optimization system.

We are breaking new ground every day and are expanding our count of **Vizurians.** We are currently looking out for a highly motivated, self-driven intellectual to manage our growth. Details are as append:

Designation - Manager, Business Development. Location – Bangalore/Delhi

The person would be primarily responsible for Revenue from the Assigned territory, Managing Existing Accounts & Adding New Accounts and Managing & Motivating a High calibre BD team.

Detailed description would include and involve:

- Own the Assigned Clients
- Forging strong working relationships with sponsors at assigned clients, mid to sr. mgmt. levels
- Manage all new business development & account management activities
- Fine tune BD pitch from time to time
- Build, nurture & motivate the business development team.
- Conduct opportunity & competitive analysis and Identify opportunity for growing business
- Actively contribute to product development & enhancement based on trends & client feedback
- Achieve set revenue and manpower targets

The ideal candidate background would be as follows -

- Engineer from a reputed Institution and MBA from a reputed Institution
- Has 3-5 years of B2B business development experience, post MBA
- Has strong internet domain knowledge (SEO, SEM, GA)
- Appreciates technology (HTML, JAVA, XML, PHP) and its ability to create value
- Has experience managing high calibre team and interacting with cross functional teams
- Has a keen eye for identifying potential area of concern and new avenues for growth
- Has experience in managing invoices and revenue collections
- Has strong verbal and written communication skills
- Has strong interpersonal skills
- Experience of having worked in a start-up is a plus