



[https://www.digit88.com/careers/manager\\_business\\_development-2/](https://www.digit88.com/careers/manager_business_development-2/)

## Manager – Business Development

### Description

#### About Digit88

Digit88 is a niche product engineering services company based out of Bangalore with the expertise of establishing and managing remote teams and offshore development centers for US startups and MNCs over the last 8+ years. The founding team has 50+ years of product engineering and services experience out of India, China and the US.

#### The Opportunity

We are looking for an enthusiastic business development professional with 4-6 years of experience in B2B IT Software Service Sales in North America and Europe with a proven track record of building strong pipelines and generating \$2M+ of additional annual revenue. We have grown 200% in the last 3 years. The ideal candidate will contribute towards the next stage of growth in the company's journey.

#### Roles and responsibilities

- Work with the CEO and other leaders and own the end to end software services business development and sales function at Digit88 – starting from developing a strategy, prospecting new clients and owning the sales funnel, outreach, preparing proposals, driving presentations/client meetings and deal closure.
- Bring disciplined sales/pre-sales process and drive it independently or with a small focussed team.
- Create short and long term business development plans in conjunction with our CEO
- Understand Digit88's current business, clients and strengths and research new market and technology opportunities in software product engineering services and operations.
- Create and maintain a strong sales funnel along with owning the client database
- Creating outreach strategies for generating new leads and actively seeking out new business opportunities through cold calling, networking and social media.
- Creating sales and marketing decks, proposals and RFP presentations.
- Own MIS for your function and create regular reports and presentations to management.

#### Skills and Qualifications

- BE/BTech in CS or related discipline with an MBA in Sales and Marketing.
- 4-6 years of hands-on and proven experience in a mid-sized software services organization in a business development/inside sales role.

#### Hiring organization

Digit88 Technologies Pvt Ltd

#### Job Location

Bengaluru, India

#### Employment Type

Full-time

#### Experience

4-6 Years

- Expertise in clinching offshore software development and operations projects from the US, EU markets
- Expertise with various industry verticals like Conversational AI, Machine Learning/NLP, HealthTech, Energy/Utilities, FinTech, Retail, IoT, Ad Operations, Influencer Marketing, Data Operations/Annotation and more.
- Proven experience in prospecting and closing multi million dollar deals with total annual sales targets of at least \$2-5M
- Have experience using LinkedIn Sales Navigator, HubSpot or other similar CRM applications.
- Proficient in MS Word, Excel and Powerpoint. Please be ready to show us a portfolio of some sample work done.
- Strong written and verbal communication, exceptional interpersonal skills.
- Excellent presentation, negotiation and analytical skills.
- Must be self driven with very strong ownership and leadership.
- Preferably should have a US B1 visa

#### **Benefits & working @ Digit88**

- Comprehensive health and accident insurance
- Attractive compensation with exceptional Bonus/Profit share opportunities
- Creative, flexible and rewarding work environment
- Opportunity to work with a founding team of serial entrepreneurs with multiple successful exits to their credit. The learning will be immense just as will the challenges