

<b>Department</b>	BUSINESS DEVELOPMENT	<b>Applicability</b>	Recruitment
<b>Document Type</b>	Job Description		
<b>Document Subtype</b>	Client Acquisition - Fresher	<b>Author</b>	Team, HR

**Introduction:** You will be responsible for handling all client acquisition activities in WBO.

**Candidate Profile:**

1. 5 Days Week.
2. Qualification:
  - a. Minimum Graduate
  - b. MBA - Marketing Preferred
  - c. Freshers preferred
3. Detail oriented person and should possess good English communication skills.
4. Salary (negotiable): 1.9 - 2.35 Lakhs per annum CTC.
5. No. of positions: 5

**Required Skills & Abilities:**

1. Explore and develop new business opportunities and understand client's requirements for forwarding to your TL to close the acquisition.
2. Bringing new projects through online project hunting. You'll be given access to a paid database of clients.
3. Client communication & proposal making/ writing.
4. Preferably should have knowledge of both or either Digital Marketing and Website Development (Shopify & Wordpress).

**NOTE:** This is a brief & may not be an exhaustive overview of the tasks. This list may be expanded or contracted with due intimation to the incumbent.

I have read & acknowledged the above-mentioned Scope of Work – cum – Job Description document.

**Name:**

**Sign:**

**Date:**