



PR/109856 | Business Development Manager

Job Information

Recruiter

JAC Recruitment India

Job ID

1582542

Industry

Digital Marketing

Job Type

Permanent Full-time

Location

India

Salary

Negotiable, based on experience

Refreshed

March 31st, 2026 04:00

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Fluent

Minimum Japanese Level

None

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

Job Title: Business Development Manager

Location: Noida

Job Overview: The Business Development Manager (BDM) is responsible for driving new business growth and expanding relationships with existing clients for the advertising agency.

Key Responsibilities

- Identify and pursue new business opportunities through various channels, including networking, cold calls, events, and online platforms. Develop and implement strategies to target new client sectors and expand the agency's market presence. Manage and build relationships with potential clients, key decision-makers, and influencers.
- Maintain and strengthen relationships with current clients, ensuring continued satisfaction and opportunities for further

- business. Act as the main point of contact for key clients and ensure their needs are addressed promptly and effectively. Collaborate with account managers to ensure seamless project execution and client expectations are met.
- Create and deliver persuasive presentations, proposals, and pitches to potential clients. Collaborate with internal teams to develop customized advertising solutions that meet client needs and goals. - Negotiate contracts and terms of business with clients.

Qualifications

- Bachelor in Business, Marketing or Advertising or related field
- Proven experience in business development, sales, client management, ideally in advertising agency.

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Company Description