

Notice for Placement

Job opportunity for Export Import Management

1) **Business Development Officer**

This role/ position holder is responsible for generating, pursuing and mining market leads based on guidance from the HOD or COO. The role is also responsible for Key Account Management of existing and new clients and liaising between the MERP team and SCS's Clients

Key Responsibilities Include:

Lead Generation

- ✓ Identifying potential corporate customers or industry contact points for SCSs' advisory and consulting services within the Mid and Large size corporates operating within the export space.
- ✓ Handling a profile scaling from initiating introductory conversations with prospective clients to closure of agreement/contract with them
- ✓ Educating new and existing customers about the latest schemes and policies within the gamut of foreign policies that will enable them to maximize their benefits.
- ✓ Responsible for mapping and engaging with key decision makers on the client side to enable further business development opportunities for the SCS Leadership team to pursue
- ✓ Documents sales activities in a timely manner and report regularly on lead generation activities and opportunities and reviews progress against forecast and targets.

Client Engagement

- ✓ Manage client obligations, maintain a high level of customer satisfaction after client is signed up
- ✓ Work with sales support team to develop and implement specific client communication plans, inclusive of content, timelines and communication vehicle, to ensure that clients are provided with regular, proactive and high quality engagement updates
- ✓ Schedule and attend regular client meetings or conference calls to keep client engaged and updated

Candidate Profile

- ✓ Graduate/Post Graduate in the area of Sales & Marketing or Finance & Marketing with a minimum of 5 years' experience in the area of Corporate Sales or BD
- ✓ Candidate must have an orientation in the field of Foreign Trade policy. Hence a diploma on a related field will be an added advantage
- ✓ Candidate must have excellent spoken communication and relationship management skills
- ✓ Should be fairly conversant with working computer knowledge

- ✓ Should be determined, adaptable, a quick learner and have a go-getter attitude

Interested candidates can send in their CVs at hr@scsindia.co.in with the subject line mentioning POS/**WEL/0415/01**

Contact Person – Shilpa Rai

Company Location – Andheri West, Mumbai

2) Job Designation – Technical Consultant – FTP

Job Purpose –This role will partner closely with the Business development team as a technical partner in all engagement with the prospective and existing clients

Key Responsibilities include:

- ✓ To front end with the prospective or existing clients at the behest of the BD team and understand the scenario at their end which needs to be addressed
- ✓ Conducting a deep technical study and research of the client scenario and thereby designing a logical proposal in consultation with the senior in-house experts to provide solution
- ✓ Engaging with the client to execute the proposal from end to end
- ✓ Bridging with any external or internal bodies in the due course of execution of the services depending upon the scope of SLA
- ✓ Maintain and manage all records/ documentation that will be required to undertake during the course of client engagement.

Candidate Profile

Candidate should be a graduate with additional diploma/degree or certification in the area of Foreign trade policy or Export Import Management

- ✓ Relevant work experience of 2 to 4 years in the field of EXIM trade, documentation, will be an added advantage
- ✓ Fresher may also apply

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