

## Job Description

<b>Department</b>	<b>Business Development</b>	
<b>Organization Name</b>	Mangal Analytics & Research Consulting Pvt. Ltd	
<b>Company Profile</b>	<p>Mangal Analytics &amp; Research Consulting Pvt. Ltd. (MARC) is one of the fastest growing companies offering Business Advisory Services in India. Since its inception in 2010 as Mangal Advisory Services (MAS), it today has a footprint across India as well as International Markets, offering a wide range of services. The company in 2015 was re-branded as MARC to showcase it's enhanced portfolio of services.</p> <p>It has positioned itself strongly in the market, delivering specialized services in three key verticals namely Mergers &amp; Acquisitions, Financial Analytics and Market Research.</p> <p>MARC operates from its offices located in Mumbai, Pune and Goa. It has a network of consultants situated in Kolkata, Bengaluru and Uttarakhand, catering to the East, North and Southern regions of India.</p> <p>MARC works with several international consultants and executes niche financial projects. In 2014, the company has entered into an MOU (Memorandum of Understanding) with a Portugal based giant, which is well established in other parts of Europe, Africa and South America. This strategic alliance will facilitate the growth of Indian companies in the international markets. Vice versa, this partnership also lends foreign companies the expertise and guidance needed to enter the Indian market across sectors.</p> <p>The firm is mainly focused on providing guidance to the burgeoning SME sector to empower small and medium businesses with appropriate financial and analytical techniques. As a team, MARC lets entrepreneurs focus on achieving key objectives in their business by taking charge of other complexities; which in turn leads to unprecedented growth.</p> <p>Progressing at a fast pace, the company has already served more than 200 SMEs across the country, offering project reports / business plans, and outsourced CFO services.</p> <p>MARC is also a valuable associate to larger firms that need to execute due diligence and feasibility transactions across the country.</p>	
<b>Qualification</b>	<b>BBA/MBA</b>	
<b>Job Description / Responsibilities</b>	<ul style="list-style-type: none"> <li>• Conduct research to identify new markets and customer needs</li> <li>• Arrange business meetings with prospective clients</li> <li>• Promote the company's products/services addressing or predicting clients' objectives</li> <li>• Build long-term relationships with new and existing customers</li> <li>• Growing business through the development of new leads and new contacts</li> <li>• Identifying new opportunities</li> <li>• Maintaining and updating sales, marketing, and business development documentation</li> <li>• Assisting with ideation, creation and handling social media</li> <li>• Assisting with marketing and promotional projects</li> </ul>	

	<ul style="list-style-type: none"> <li>• Collaborating with management on sales goals</li> <li>• Support the business development team with other responsibilities as required</li> </ul>
<b>Desired profile of the candidate</b>	<ul style="list-style-type: none"> <li>• Proficiency in MS Office</li> <li>• Proficiency in English</li> <li>• Strong presentation skills</li> <li>• Excellent verbal, written communication, and negotiation skills.</li> <li>• Ability to build rapport</li> <li>• Proficiency in Canva or similar designing tools</li> <li>• Time management and planning skills</li> <li>• Candidate should be currently pursuing bachelor's degree in business, marketing or similar field</li> <li>• Ability to present and explain ideas to a variety of audiences</li> <li>• Ability to sell value and create credibility</li> <li>• Ability to maintain a high level of professionalism and confidentiality</li> <li>• Ability to work well in a team environment</li> <li>• LinkedIn and Sales Navigator proficiency is a plus</li> <li>• Familiarity with data sources e.g. FactSet, Bloomberg, Morningstar is preferred</li> </ul>
<b>Location of posting</b>	Panjim, Goa
<b>Candidate's Location</b>	Anywhere in Goa
<b>Contact Information</b>	<b><u>E-mail ID</u></b> hr@marcglobal.com
<b>Website :</b>	<a href="http://www.marcglobal.com">www.marcglobal.com</a>