**Key Responsibilities**:

1. **Identify New Business Opportunities**:
	* Research and identify new markets, industry trends, and potential clients to develop the business pipeline.
	* Develop and execute strategies for acquiring new clients and business partners.
	* Conduct market analysis to identify competitive advantages and growth areas for the company.
2. **Client Relationship Management**:
	* Establish and maintain strong, long-lasting relationships with key clients and stakeholders.
	* Engage with clients to understand their needs, business challenges, and how the company’s products or services can provide solutions.
	* Serve as the primary point of contact for major clients, ensuring high levels of satisfaction and retention.
3. **Sales & Revenue Generation**:
	* Generate leads and convert prospects into clients by presenting the company’s offerings in a compelling manner.
	* Develop sales strategies, presentations, and proposals to win new business.
	* Close high-value deals, negotiate contract terms, and finalize agreements.
	* Work with the sales team to meet and exceed revenue targets.
4. **Collaboration with Internal Teams**:
	* Collaborate with the marketing team to design and implement campaigns that generate leads and build brand awareness.
	* Work with the product or service teams to ensure client requirements are met and service delivery is aligned with expectations.
	* Provide feedback to the product and service teams to align offerings with market needs.
5. **Market Intelligence & Competitive Analysis**:
	* Keep track of industry trends, competitor activities, and market conditions to identify opportunities for differentiation.
	* Regularly report on market dynamics, client feedback, and competitor strategies to senior management.
6. **Networking and Industry Representation**:
	* Represent the company at industry events, conferences, and trade shows to promote the brand and network with potential clients and business partners.
	* Develop and nurture a network of professionals, influencers, and potential clients to identify new opportunities.