**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.