

Big Oh Notation Pvt. Ltd.
RECRUITMENT OPPORTUNITY

Company	<u>Big Oh Notation Pvt. Ltd. (2023 Batch)</u>
Website	https://bigohtech.com/
Job Title	Profile 1 - Business Development Manager Profile 2 - UI-UX Designer
Eligibility Criteria	Any Graduation/ Post Graduation.
Roles & Responsibilities	<p>Profile 1 –</p> <ul style="list-style-type: none">• Work closely with the Marketing team, BDE and Sales Team to activate Hotels both online and offline• Maintain and create database for prospective clients.• Scheduling and Attending Meetings with Prospective clients• Follow up with leads and build strong relationships with the Clients• Achieving sales targets by analyzing the needs and meeting the requirements of new and existing clients• Preparing proposals together with the Project Manager• Develop sales channels• Develop lead magnets• Develop and maintain strategic partnerships• Follow up with leads and build strong relationships with the brand• Develop or identify sales material or tools to improve and optimize the sales process <p>Profile 2 –</p> <ul style="list-style-type: none">• Execute deliveries as required for the product/project launch• Able to communicate within the team and in specific cases, with concerned persons from clients' teams• Must be aware of what kind of product you are working on.

	<ul style="list-style-type: none"> • Deeply understands the needs of user or PM. • Able to explain your designs to the team. • Constantly upgrade knowledge and knowhow by following happenings in the industry • Time to time document the entire design process of projects he has directly worked on, or projects executed by other team members • Negotiate with client through understanding and questioning UX strategies • Follow schedule and timelines for deliveries as set by Project manager • Constantly coordinate ideas internally and seek clarifications when in doubt • Desirable: Knowledge of Platform guidelines and Front-end framework
Other skills required	<ul style="list-style-type: none"> • Intuitive and insightful, particularly regarding human behavior Neat, well-groomed appearance. • Great networking skills. • Excellent written and verbal communication. Resourceful, with outstanding research skills. Emboldened by challenges
Last Date to Apply	25 March 2024, 5 PM
For more Details & How to Apply?	All interested candidates please share resume to psingh5@amity.edu