



## KD Business Consultants Ltd is hiring a Cloud Business Development Intern

We are an agile emerging technology company specialised in **Digital Transformation**. We are looking for motivated and analytical Cloud Business Development Interns to join our team. This internship offers the opportunity to strengthen your cloud technology, AWS solutions and business development in a fast-paced environment. As a Cloud Business Development Intern, you will assist in identifying potential business opportunities, analyzing industry trends, collaborating with local and international technology experts and supporting sales and marketing initiatives to help drive growth in our cloud services.

**Situated at:** - Office 3XO3, Noah Wealth and Business Centre. Jinfei, Riche Terre

Training will be provided in the follows:

- **Market Research and Opportunity Identification:**
  - Conduct thorough market research to identify industry trends, emerging technologies, and target markets within the cloud domain.
  - Identify and pursue new business opportunities to increase market share and revenue, including partnerships, direct sales, and new channel opportunities.
  - Analyze competitor activity and provide strategic insights for competitive positioning.
- **Client Relationship Management:**
  - Develop and nurture relationships with potential clients to understand their business needs and match them with appropriate cloud solutions.
  - Maintain long-term relationships with existing clients, ensuring customer satisfaction and identifying upsell or cross-sell opportunities.
- **Sales and Revenue Growth:**
  - Create and execute a strategic sales plan that drives revenue growth through new customer acquisition and expansion of existing accounts.
  - Meet or exceed sales targets by building a robust sales pipeline and consistently closing deals.
  - Develop and present proposals and conduct product demos to prospective clients.

- **Collaboration and Cross-Functional Coordination:**
  - Collaborate with the cloud engineering, partners and technical support teams to ensure solutions align with client needs and capabilities.
  - Work closely with marketing to develop targeted campaigns and promotions, leveraging digital channels to boost visibility of cloud offerings
- **Product and Market Strategy Development:**
  - Contribute to the development of the cloud business strategy, helping to refine product offerings, pricing, and market positioning based on feedback from clients and industry insights.
  - Develop business cases for new initiatives and potential partnerships, including financial projections and ROI analysis.
- **Reporting and Analytics:**
  - Maintain and report on metrics related to sales pipeline, lead generation, and closed deals to provide visibility on business growth.
  - Use CRM tools to track leads, activities, and client interactions for accurate forecasting and account planning.

We are currently looking for degree holders in BSC (Hons) Information Systems/Computer Science/Applied Computing/Software Engineering

**Duration:** Initial period of 6 month or one year which is extendable or leading to a permanent position.

**Experience:** Fresh Graduates

**Remuneration:** Negotiable

**Working Days/ Time:** From Monday to Friday- 8:00 to 5pm and can involve Work from Home Model

Send your CV/ Motivation Letter on: [prakash@kdconsulting.biz](mailto:prakash@kdconsulting.biz)

By: **22<sup>nd</sup> of November 2024**

Learn more on their company: [www.kdconsulting.biz](http://www.kdconsulting.biz)