



About Us: Sheep of Theseus is a dynamic branding and marketing consultancy that helps brands craft compelling narratives across physical, digital, and phygital mediums. We believe in the transformative power of storytelling and work with businesses to build authentic, resonant brand experiences that leave lasting impressions.

Position Overview: We're seeking an ambitious Assistant Manager/Associate - Business Development to join our growing team. This full-time role offers the opportunity to work closely with senior leaders, identify and pursue new business opportunities, and contribute to the growth of our company. The position can be based in Kolkata or remote, providing flexibility and a supportive work environment.

Key Responsibilities:

- Develop and execute business development strategies to achieve revenue targets and expand market presence
- Manage and nurture relationships with existing clients to ensure retention and identify upselling opportunities
- Generate and qualify new business leads through various channels including networking, referrals, and market research
- Conduct regular client meetings and presentations both locally and in different cities
- Collaborate and manage internal teams to develop tailored marketing solutions for clients
- Create and maintain detailed documentation of client interactions, proposals, and agreements
- Monitor market trends and competitor activities to identify new business opportunities
- Assist in preparing monthly performance reports and revenue forecasts
- Support the senior management team in strategic planning and business development initiatives

Required Skills & Qualifications:

- Bachelor's degree in Business Administration, Marketing, or related field
- 3-5 years of experience in business development, sales, or client management, preferably in a consulting environment
- Proven track record of meeting or exceeding revenue targets
- Strong understanding of marketing principles and consultancy services
- Excellent presentation and negotiation skills
- Advanced proficiency in MS Office suite and CRM software
- Outstanding written and verbal communication abilities
- Strong project management and organizational skills
- Ability to work independently and as part of a team
- Willingness to travel frequently for client meetings (inter-city and intra-city)
- Knowledge of digital marketing landscape



- Existing network of business contacts in relevant industries

Benefits:

- Competitive salary package
- Health insurance coverage
- Performance-based bonuses
- Professional development opportunities
- Flexible work arrangements
- Mental health days
- Team building events and activities
- Workshop and conference attendance opportunities
- Access to design and marketing tools subscriptions

Location: Kolkata **Employment Type:** Full-time

To apply, please send your resume and portfolio to careers@sheepoftheseus.com .

Sheep of Theseus is an equal opportunity employer and welcomes applications from all qualified individuals.