



Position: Business Development Manager

About the Organization:

Organization is a national player in shopper marketing and commercial space development execution, consultancy, design and delivery in transport hub and urban development projects. The organization is headquartered in Bangalore and has a national presence with regional offices in Mumbai, Gurgaon, and Kolkata. It has its own state of the art manufacturing facilities in South and North India and strategic alliances in other parts of the country. We are an IMS/ISO certified company and an Equal Opportunity employer with robust system and practices.

Job Brief:

We are looking for an ambitious and energetic Business Development Manager to help us expand our clientele. You will be the front-end representative of the company. and should have the dedication to create and apply an effective sales strategy. The goal is to drive sustainable financial growth through boosting sales and forging strong relationships with clients.

Job Description:

- Understanding the customer segment, organizational offerings and probing the need and pain areas of the customers in the assigned regions and presenting the solutions that meet the requirements of the customer leading to generation of new business for the organization.
- Develop a growth strategy focused both on financial gain and customer satisfaction.
- Conduct research to identify new markets and customer needs.
- Conduct business meetings with prospective clients and understand requirements.
- Promote the company's products/services addressing clients' objectives.
- Prepare contracts ensuring adherence to rules and guidelines.
- Keep records of sales, revenue, invoices etc.
- Provide trustworthy feedback and after-sales support.
- Build long-term relationships with new and existing customers.
- Support Client servicing team in filling the gaps.

Requirements:

- Proven working experience as a business development manager or sales track record.
- Proficiency in MS Office (MS Excel/ PowerPoint) and CRM/reporting software's.
- Proficiency in written and spoken English and has working knowledge of at least one local language of south India.
- Communication and negotiation skills and ability to build rapport.
- Time management and Territory management
- Willing to travel in the assigned territory with or without assistance.
- Have experience of 7-8 years in business development and minimum 3years in retail based/building construction materials/ architectural materials/retail services organizations.
- Should have experience of consultive selling of solutions to Retail companies, design companies and govt organizations.
- Experience of retail marketing elements or sizeable experience in selling to retail customers would be preferred.
- A management degree along with an engineering background would be an added advantage.