

BD Manager

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Company: Rotex Automation Limited

Location: India

Category: other-general

***Applications accepted only from candidates who have experience in business development i.e. finding and acquiring new customers are only requested to apply.**

<https://forms.gle/ZFQVMBvjimKRdJbw6>

Qualification : BE degree in any engineering stream, along with an MBA specializing in Sales and Marketing from a reputed institute such as IIM or a premier institute. Minimum BD experience of 2-5 years.

Work location: Remote

Job Profile: Business Development Manager (Work from Home)

Candidate's base location should be either Mumbai, Delhi, Chennai, or Kolkata.

Job Summary:

We are seeking highly skilled and experienced Business Development Managers to join our team. The ideal candidate should have a minimum of 2-5 years of experience in business development i.e. finding and acquiring new customers. The candidate should hold a This position is a work from home opportunity, and the candidate's base location should be either Mumbai, Delhi, Chennai, or Kolkata.

For Mumbai, Delhi and Chennai, the candidate must have experience in developing business in continuous process industries like Oil & Gas, Chemical, Pharma, Cement, Thermal Power, etc.

For Kolkata the candidate must have experience in developing business in mining and power industry.

The incumbent will handle pan India for all these sectors.

Responsibilities:

1. Develop and implement strategic business development plans to achieve company goals and objectives.
2. Identify and target potential clients in the power and mining industry for business growth opportunities.
3. Build and maintain strong relationships with key decision-makers and stakeholders in the industry.
4. Conduct market research and analysis to identify emerging trends, customer needs, and competitor activities.
5. Collaborate with cross-functional teams to develop innovative solutions and proposals for clients.
6. Prepare and deliver persuasive presentations and proposals to potential clients.
7. Negotiate and close deals with clients, ensuring profitable contracts and long-term partnerships.
8. Monitor and track industry developments, market conditions, and customer feedback to adapt strategies accordingly.
9. Provide regular reports and updates to the management team on business development activities and progress.
10. Stay updated with industry regulations, standards, and best practices to ensure compliance and quality service delivery.

Qualifications:

1. Minimum of 2-5 years of experience in business development i.e. finding and acquiring new customers
2. BE degree in any engineering stream from a recognized university.
3. MBA with specialization in Sales and Marketing from a reputed institute such as IIM or a premier institute.
4. Proven experience in corporate office environments and B2B sales.
5. Excellent communication and presentation skills, both verbal and written.
6. Strong negotiation and persuasion abilities.
7. Ability to work independently and remotely, managing time and priorities effectively.
8. Strong analytical and problem-solving skills.
9. Willingness to travel extensively for client meetings and industry events.

Salary:

The salary for this position is not a constraint for candidates with a perfectly matching skillset. We offer competitive compensation packages based on experience and qualifications.

Note: Only candidates residing in Mumbai, Delhi, Chennai, or Kolkata will be considered for this position.

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