

## Business Development Executive

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Company: Job Excel

Location: India

Category: other-general

### Job Description

- 1 . **This job involves Office work only.**
- 2 . **No travelling is required for marketing activities.**
- 3 . **Profile includes retaining current clients and introducing new potential customers for specialty chemicals for current. product range .**
- 4 . **Managing inquiries received through B2B portals like India-makers, Exporters Indiaetc.**
- 5 . **Exploring markets for ICPL manufactured products Internationally.**
- 6 . **In depth market research for these products and further analysis on to the products subsistence in these markets.**
- 7 . **Handling marketing activities like promotion of products, providing product knowledge to customer.**
- 8 . **To develop the business plan and implement it by focusing on strategized target Customers, building relationship with customers, price negotiation, Tender Bidding.**

## Requirements

Profile includes retaining current clients and introducing new potential customers for specialty chemicals for current. product range . Managing inquiries received through B2B portals like India-mart, Exporters India etc. Exploring markets for ICPL manufactured products Internationally. In depth market research for these products and further analysis on to the products subsistence in these markets. Handling marketing activities like promotion of products, providing product knowledge to customer. To develop the business plan and implement it by focusing on strategized target Customers, building relationship with customers, price negotiation, Tender Bidding.

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