

Business Development Manager

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Company: Acme Media Creations Pvt. Ltd.

Location: new delhi

Category: other-general

Do you thrive in a fast-paced, results-driven environment? Are you passionate about sales and building relationships with clients? If so, we want to hear from you!

About the Role

We are seeking a dynamic and experienced Business Development Manager (BDM) to join our Printing and Fabrication unit based in Delhi. In this role, you will leverage your extensive retail industry background and strong sales to develop and implement strategies that drive growth and profitability for our printing unit.

Responsibilities:

Utilize your 8-10 years of experience in retail sales to identify and cultivate new business opportunities within the retail sector.

Possess a deep understanding of retail branding: Modern Trade, Fabrication, FSU, Flex Printing, Offset Printing, retail stores, and In-Store Branding.

Sell and actively promote our printing unit's portfolio, including FSUs, Flex Printing, Offset Printing, Cut-Outs, Signage, Acrylic Cut-Outs, and more.

Proactively reach out to existing and upcoming retail stores to secure projects for FSU fabrication or complete In-Store Branding/Fabrication solutions.

Develop and maintain strong relationships with clients, exceeding their expectations and fostering repeat business.

Demonstrate exceptional leadership skills by setting and prioritizing sales goals, crafting

compelling sales strategies, and leading by example.

Source and develop new business leads for Printing, Fabrication, In-Store Branding, and Retail, consistently exceeding your lead generation targets.

Possess excellent communication skills (written and verbal), tech-savviness, and proficiency in MS Office applications.

Hold a Graduate or Post Graduate Degree in Sales & Marketing or a relevant field.

Why Join Us?

Opportunity to work in a dynamic and fast-growing industry

Competitive salary and benefits package

Career development opportunities

Collaborative and supportive work environment

If you are a highly motivated and result-oriented individual with a passion for exceeding expectations, we encourage you to apply! Please submit your resume for further consideration.

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