

Urgent hiring for Business Development Manager for Beauty and Wellness company for Delhi Location.

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Company: T & A HR Solutions

Location: India

Category: other-general

Posted on -February 10, 2023

Designation - Business Development Manager

Location - Delhi

Experience - 2-8 years

Salary - 3.6 to 4.8 LPA

Gender - Any

Qualification - Graduation

Skills - Experience in sales. Negotiation

Target Industry - Cosmetics, Healthcare& Wellness

Job description

- Conduct market research (analyze competitors, efficiency of sales strategies, etc.)
- Assigned to handle overall aspects of business territory wise.
- Actively approach targeted business clients (Architects) via face to face meetings, telephone, email, social networks, events, etc.)

- Search for new Architects/end user leads
- Manage relationships with existing Architects /customers.
- Negotiating all contracts with prospective Architects
- Preparing weekly and monthly reports.
- Giving sales presentations to a range of prospective Architects/Clients .
- Coordinating sales efforts with marketing programs.
- Understanding and promoting company programs.
- Obtaining deposits and balance of payment from Clients
- Preparing and submitting contracts for sales.
- Visiting architects and potential dealers to evaluate needs or promote products and services.
- Maintaining client records.
- Answering client questions about credit terms, products, prices, and availability.

Sales Representative Requirements:

- Bachelor's degree in any or related field.
- Experience in sales.
- Understanding of the sales process and dynamics.
- A commitment to excellent customer service.
- Excellent written and verbal communication skills.
- Superb interpersonal skills, including the ability to quickly build rapport with both customers and suppliers.
- Experience using computers for a variety of tasks.
- Competency in Microsoft applications including word, excel, and outlook.
- Able to work comfortably in a fast paced environment.

#Sales #BD #BDMs #Delhi #cosmetic #haircare #jon #Male

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