

Position Title: Business Development Executive: Abrasive and ESD Products.

Department: Abrasive and ESD Product Sales

Location: Delhi-NCR

Reports To: Business Development Executive

Job Functions and Responsibility:

1. Budget management in a competitive and dynamic environment.
2. Achieve goals and manage sales process.
3. Achieve sales quotas assigned against key performance metrics with strong emphasis on business development.
4. Engage with prospective clients: B2B OR Government Projects, this includes devising and executing relevant strategies.
5. Create, manage and execute sales plan to meet or exceed sales quotas and support company revenue and profitability.

Key competencies required:

1. Bachelor's degree, MBA preferred.
2. Minimum 6 months to 3 years relevant experience.
3. Strong and updated territorial knowledge.
4. Strong Communication and presentation skills.
5. Fluency in written and spoken English and local language/s.
6. Ability to travel expensively in allocated territory.
7. Working knowledge of MS-Office.