

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

Department: Abrasive and ESD Product Sales

Location: Delhi-NCR

Reports To: Gernal Manager

Job Functions and Responsibility:

1. Budget management in a competitive and dynamic environment.
2. Achieve goals and manage sales process.
3. Contracting potential clients to establish rapport and arrange meetings.
4. Planning and overseeing new marketing initiatives.
5. Researching organizations and individuals to find new opportunities.
6. Increasing the value of current customers while attracting new ones.
7. Strongly update and motivate team members.

Key competencies required:

1. Bachelor's degree, MBA preferred.
2. Minimum 3 to 7 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.