

JOB DESCRIPTION OF BUSINESS DEVELOPMENT MANAGER

Objective:-

1. For generating sales. Developing new policies & procedures to improve sales performance & resolving dealer disputes

Key Activities:-

- 1. Enhance market penetration by developing & managing a network of dealers/distributors.**
- 2. Meeting with clients virtually or during sales visits**
- 3.. Demonstrating and presenting products establishing new business.**
- 4. Maintaining accurate records.**
- 5. Attending trade exhibitions, conferences and meetings reviewing sales performance**
- 6. Negotiating contracts and packages working towards monthly or annual targets.**
- 7. Add revenue by actively promoting company's products and execute growth strategies.**
- 8. Interact with customers to their problems.**
- 9. Partner with our Distributors to provide routine service support in the field**
- 10. Develop new customers for existing products in respective territory**
- 11. Lead market introduction by identifying target customers and introducing new products**
- 12. Develop the technical expertise to assist customers with product and application issues**
- 13. Communicate actively with the team on any changes with regards to customer applications**
- 14. Create monthly reports on Sales and Margins of assigned accounts**
- 15. Submit weekly call reports on all visits and important customer phone conversations**
- 16. Monitor sales patterns and address deviations with customers**

17. Recommend price levels for new customers/products to the CEO for approval
18. Provide sales forecast as requested
19. Regularly report on competitive activities and pricing trends
20. Willing to Travel
21. Achieve sales Target.

Skills Required(Job Specific):-

1. Good communication skills
2. Active listening skills
3. Strong convincing skills
4. Client handling skills
5. Ability to handle stress and rejection in soliciting clients
6. Flexibility with rotation offs

Education:-

1. Graduate in humanities?mass communication Sociology
2. MBA in Sales and Marketing
3. OR any other certification course in Sales and Marketing

Experience:-

1. Minimum 2 years experience in Sales
2. Must have similar industry expereince (Wood coacting sales) min. 2 years

Age:-

25-40 year

Gender:-

Male