

Job Description for Business Development Manager

Role and Responsibility

- We are looking for an enthusiastic Marketing Head to sale/Present our company's products in the state of Karnataka in the both sectors Private and Government..
- The Marketing Head represents the company's brand and drives strategies to increase product awareness by observing the market, competitors, and industry trends.
- Researching and developing marketing opportunities and plans, understanding consumer requirements, identifying market trends, and suggesting system improvements to achieve the company's marketing goals.
- Maintaining relationships with important clients by making regular visits, understanding their needs, and anticipating new marketing opportunities.
- To be a successful Marketing Head , you should have strong interpersonal, leadership, and communication skills.
- You should also possess an In-depth knowledge and understanding of current and upcoming projects of Government Or private sectors.
- Sound Understanding of Sales & Marketing of LT Cables & Wires
- Sound relationship with reputable Clients (EPC contractor's , Govt. & PSUs etc.)
- Continuous follow up with clients for their requirements till the conversion.
- Expertise in Excel, need to work on MIS for daily reporting.
- Responsible for Prepare the Quotations according to requirement of client & keep updating Status/Conversion.

- Maintain records of inquiry, offer & Orders and Follow up for pending payments as per due scheduled.
- Analyzing budgets, preparing annual budget plans, scheduling expenditures, and ensuring that the sales team meets their quotas and goals
- Arranging other documents whenever necessary.

Skills and Experience

- A Bachelor's degree in Marketing, Mathematics, Business Administration, or related field.
- 10-15 years' experience in marketing or sales.
- Understanding and knowledge of sales and marketing.
- Strong analytical, organizational, and creative thinking skills.
- Excellent communication, interpersonal, and customer service skills.
- Knowledge of data analysis and report writing.
- The ability to understand and follow company policies and procedures.
- The ability to work under pressure.

Organization and Role :-

- Salary INR : 45,000
- Industry : Manufacturer of Cables & Wires
- Functional Area : Sales & Marketing
- Role Category : Business Development Manager
- Role : Business Development
- Employment Type : Permanent Job, Full Time, Office in Bangalore