

Job Description (General Manager - Business Development)

Roles and Responsibilities

Strategic:

1. Strategies and identify growth opportunities in the market
2. Planning of execution of the sales plan as per the organization's sales strategy and growth plan
3. Instrumental in developing new business through public and private organizations in India
4. Identifying new segments and industries for growth of sales.

Operational:

1. Meeting new and existing clients for business development
2. Close deals on his own with little or no intervention from the management
3. Communicate, interact and build relationships with various government officials as may be required for business development in India
4. Create responses for Bidding, RFQ etc to participate in bidding to get new business
5. Create presentations, reports, etc as may be required to present to new and existing clients.
6. Meet existing clients for farming new business
7. Network with various officials to develop business opportunities
8. Manage a team of 3 to 4 sales executives/managers to be able to develop new business
9. Support the team members as required to close the deals for new business for both new clients and existing clients
10. Process improvements as may be required for increasing sales and customer experience
11. Create all relevant documents as required for sales and marketing purposes
12. Travel across India for business development

Review and Management:

1. Daily monitoring of tasks for the sales team
2. Executing the sales plan with the help of the sales team and monitoring daily progress
3. Performance review of the sales team on a quarterly basis
4. Guiding, mentoring, and developing the expertise of the sales team
5. Motivating the team to drive results

Schedule: Day shift

Language: English, Hindi, Marathi

Willingness to travel: 100%