

Post : BUSINESS DEVELOPMENT MANAGER

QUALIFICATION:

- The candidates must at least have an MBA in sales and marketing, with excellent verbal and written communication skills.
- High proficiency in Microsoft office including Excel, Word and PowerPoint. Strong analytical skill with good business acumen

EXPERIENCE:

- The ideal candidate will have familiarity with radiology/Critical care equipment.
- A dynamic, aggressive person with three to five years of sales experience is required for the position of Business Development Manager / Executive.
- Must be well-versed with corporate hospitals, nursing homes, and traders.

JOB RESPONSIBILITIES:

- Conduct research to identify new markets and customer needs.
- Arrange business meetings with prospective clients.
- Promote the company's products/ services addressing or predicting clients.
- Excellent sales and negotiation skills.
- To visit hospital / individuals to meet the sales target.
- Develop networks with the people concerned
- Understand the product and its specifications
- Travelling to visit potential clients.
- Maintaining sales reports on regular basis.
- Plan the right sales strategy and Tap the right opportunities.
- Communicate the job progress to the managers and handle the customer's relationship in the best effective way.
- Must have strong skills to assist with multiple duties.
- Builds market position by locating, developing, defining, and closing business relationships.
- Commitment to deliver expectations Ability to own and finish tasks.
- Prepare product comparison and tender documentation if required.
- Any other works as assigned