

BUSINESS DEVELOPMENT

Job experience: 2-4 years

Job Location: Ahmedabad, Gujarat, India

Reporting to: Director

We are a manufacturer of sanitary pads with clients throughout India and relations worldwide. Our business is growing rapidly, and we need a skilled Business Developer to acquire and manage new client and investor relationships. The ideal candidate will have experience in B2B sales, as well as skills related to strategic analysis and marketing. In this role, you will be responsible for developing relationships with our clients, negotiating contracts and closing deals. We will rely on you to partner with our marketing department to conduct market research and develop a strategic business development plan. Travel throughout India may be required for this position.

- Roles & Job Responsibilities
 - Identify potential clients in the target market and complete appropriate research on their needs and market gaps
 - Develop relationships with prospective clients, while maintaining existing client relationships
 - Partner with sales teams to create contract-winning proposals for current and prospective clients
 - Negotiate contract terms for events, engagements and outreach, and communicate terms to stakeholders
 - Become a subject matter expert on our business products, processes and operations, and remain up-to-date on industry news
 - Understand and stay up-to-date with competitors' strategies
 - Make strategic business decisions
 - Manage and maintain key stakeholder relationships (from funders to large B2B clients)
 - Review the work of the team for approval
 - Ensure the team is productive and aligned with business goals. Help team achieve business goals in a timely manner.
- Background Requirements
 - Masters in Business Administration or equivalent experience
 - 2+ years in a similar role
- Skill Requirements
 - Demonstrated achievement in B2B and large-scale customer sales
 - Excellent verbal and written communication skills in English, including facilitation of group presentations

- Proficiency in Microsoft Office applications, including Outlook, Word, Excel, and PowerPoint and industry-specific analysis software
- Basic understanding of the industry, with the ability to become a subject matter expert on the job
- Innovation and problem-solving skills that include the ability to develop and propose solutions for clients
- Ability to work in ambiguous situations demonstrated self-motivation and proactiveness
- Ability to work in a fast-paced environment with multiple deadlines
- Attending and presenting at conferences, meetings, and industry events on behalf of Saathi
- Report on team performance
- Being organized and responsible