

JD : Business Development [B2B]

Location : Aerospace Park, Bangalore

Reporting To: Director, Sales

1. REACH [Demand Generation]

> Make frequent visit to below customers and generate [project Enquiry](#)

- Architect [Tier1 – Handling commercial office, High end Retail, façade & landscape]
- End CUSTOMER [Corporate Project Team like Infosys, JPMC, Amazon, CTS etc.]
- Electrical CONTRACTORS [Handling commercial office Space]
- GC contractors
- PMCs [like JLL, CBRE]

2. CONVERT [Enquiry to Order]

>> Ensure on time “ Techno –Commercial Submissions” by driving internal functions (sales, Lighting Design & Product teams)

>> Increase the winning probability by demonstrating brand Merits, Credentials and Product differentiation by collaborating with relevant internal functions

3. RETAIN [Order to Delivery]

>>> Oversee & ensure that deliveries committed to the customers are met by the company & Maintain relationship to ensure the continuous business from the customers.

REQUIRED TRAITS

- Though it's an individual role, the person should have high level leadership capabilities to get the work done from internal team members of various functions
- Should be able to connect with customer at any level, without any gender or hierarchical barriers.
- Should be self-Driven, Passionate & Team player

Candidates Preference: From Product Industry in B2B Commercial Office Projects [Eg: Carpets, Tiles, Furniture etc.]