

**Region** : India  
**Job Title** : Business Development Manager  
**Reporting to** : Regional Sales Head  
**Location** : Mumbai

**Specialties**

Office furniture, ergonomic accessories, LEED certification, cooperative workspaces, ergonomic furniture, contract furniture

**Job Overview/Purpose**

Responsible for prospecting, identifying, and developing New furniture business across AP and Telungana. This position will also collaborate with the SRT team and other BDM across the organization.

This position will have the responsibility to achieve individual revenue

You will be able to lead your own sales efforts in order to grow revenue and market share in the Bangalore area.

**Primary Tasks & Responsibilities**

- Identify key qualified opportunities.
- Should be capable of managing Mumbai area assigned to them.
- Create awareness of products, conduct training and seminars for clients and sales team.
- Should have good networking capabilities and be willing to travel extensively throughout their specified region.
- Achieves regional sales operational objectives by contributing regional sales information and recommendations to strategic plans and reviews; preparing and completing action plans identifying trends
- Maintains and expands customer base by counseling district sales representatives; building and maintaining rapport with key customers; identifying new customer opportunities.
- Updates job knowledge by participating in educational opportunities; reading professional publications; maintaining personal networks.

**Knowledge, Skills, Abilities & Education**

Minimum **8-13** years work experience in an Sales and/or industry environment. Extensive knowledge of the Contract Furniture market in the assigned area. Strong computer skills and experience using MS Office Products. Well-developed communication, creative and interpersonal skills. Excellent communication skills both written and verbal. Strong presentation skills including the ability to present to large groups and deliver professional and effective information