

Sr. Executive/ Asst. Manager – Business Development
Department – Business Development Services
Education – BE/ MBA
Location – Andheri, Mumbai (willing to travel)
Experience – 5+ years
Job Role – <ul style="list-style-type: none">□ Identifying new business opportunities: Researching new markets, trends, customers, and partnerships□ Building relationships: Meeting with clients and partners to foster relationships and generate repeat business□ Setting goals: Developing plans for business growth and revenue, and setting sales targets□ Creating proposals: Developing quotes and proposals for prospective clients□ Attending events: Attending conferences and industry events to nurture relationships□ Working with other departments: Working with and influencing departments such as human resources, sales, marketing, accounting, and finance□ Making strategic decisions: Thinking strategically to see the bigger picture and develop and improve the business□ Understanding customer needs: Understanding the needs of customers and responding effectively
Key Skills – Good communication Good knowledge & understanding of French Working in Francophone Countries is a plus Experience in Polymer Sales Negotiation CRM Experience in Buying & Selling
Contact Details – Mobile Number - 9136989077 Email ID - sanika.c@somochem.com