

### 3. Business Development Manager

@ Alpino Health Foods [<https://in.linkedin.com/company/alpinohealthfoods>]

Employment Type: Full-time

Location: Surat, Gujarat

Apply within: 30 days

Salary: 35K - 55K per month

"We are looking for an ambitious and energetic Business Development Manager to help us expand our clientele. You will be the front of the company and will have the dedication to create and apply an effective sales strategy. The goal is to drive sustainable financial growth through boosting sales and forging strong relationships with clients.

#### Requirements:

- 5+ Yr. FMCG sales experience.
- Intuitive and insightful, particularly regarding human behaviour.
- Ability to generate revenue by identifying pain points and suggesting suitable products or services.
- Great networking skills.
- Excellent written and verbal communication.
- Resourceful, with outstanding research skills.
- Emboldened by challenges.
- In-depth knowledge of the industry and its current events
- Excellent time management and organization
- Closing skills, Motivation for sales, Prospecting skills, Sales planning, Territory management, Market knowledge, Presentation skills, Energy level, Meeting sales goals & Professionalism

#### Business Development Manager Job Responsibilities:

- Builds market position by locating, developing, defining, and closing business relationships.
- Identifies trendsetter ideas by researching industry and related events, publications, and announcements.
- Tracks individual contributors and their accomplishments.
- Locates or proposes potential business deals by contacting potential partners.
- Discovers and explores business opportunities.
- Screens potential business deals by analyzing market strategies, deal requirements, and financials.
- Evaluates options and resolves internal priorities.
- Recommends equity investments.
- Develops negotiating strategies and positions by studying integration of new venture with company strategies and operations.
- Examines risks and potentials for the business opportunities.
- Estimates partners' needs and goals.

- Closes new business deals by coordinating requirements; developing and negotiating contracts; and integrating contract requirements with business operations.
- Protects organization's value by keeping information confidential.
- Enhances organization's reputation by accepting ownership for accomplishing new and different requests.
- Explores opportunities to add value to job accomplishments.
- Procuring new clients through direct contact, word-of-mouth, and collaboration with the marketing department.
- Maintaining meaningful relationships with existing clients to ensure that they are retained.

**How to Apply**

Send resume at [hr@alpinohealthfoods.com](mailto:hr@alpinohealthfoods.com)