

Business Development Specialist – JD

NXT Group is looking for a young and dynamic candidate who has a good understanding and engineering of food processing and food technology sales (related to the field of horticulture, agriculture and floriculture) for developing business PAN India.

Educational Qualification: Postgraduate in relevant industry preferably.

Position Title: Business Developer

Location: Bangalore, India

Experience: 3 - 5 years of experience in Business Development ideally in food processing and food technology sales.

Key Experience and Desired Skill Sets –

Must Have:

- 3 - 5 years of experience in Business Development ideally in food processing and food technology industry.
- Postgraduate in relevant industry preferably.
- Experience in handling projects related to horticulture, agriculture is mandatory.
- Experience in handling projects under floriculture is an added advantage.
- Contacts with farmer producer organisations, associations, government agriculture and horticulture contacts.
- Experience in handling large scale projects & turnkey solutions.
- Experience in post-harvest processing and turnkey solutions.
- Language skills: English and Hindi (Must be fluent orally and verbally).
- Great eye for detail with an exceptional mathematical skill
- Should be Strong, confident and presentable during sales activities.
- Should be very clear and fluent in sales calls/presentations.
- Experience and understating of full sales cycle including deal closing and adding referral sales.
- Experience in cross selling and up-selling.
- Strong negotiation skills
- Excellent communication and presentation skills
- Experience with CRM software (e.g. Capsule, Toggl)
- Hands-on experience with multiple sales techniques (including cold calls)
- Experience in managing collaterals, branding and positioning is an added advantage.

Responsibilities:

- **Responsible for sales and business development in the field of food processing and food technology associated to horticulture, agriculture and floriculture industry.**
- Following up on new business opportunities and setting up meetings, negotiating, and closing business relationships.
- Identify client needs and suggest appropriate products/services to increase customer satisfaction.
- Planning, preparing and conducting presentations whenever required.
- Explain and negotiate commercial, technical terms and conditions.
- Draft, share and close sales quotations and orders.
- Maintain consistent contact with existing clients and get referrals.
- Effective and on time management of sales pipeline.
- Analyse market and establish competitive advantages.
- Report to the Business Development Manager on (weekly/monthly/quarterly) sales results.
- Providing management with market feedback.
- Proactively use Management information to recommend improvements to the sales processes.

Are you the Business Developer we are looking for? Please send your CV and motivation letter to hr@nxt-group.com with reference number: BD-IN