

Business Development Specialist – JD

NXT Group is looking for a young and dynamic candidate who has a good understanding of Retail sales (packed food items) and B2B sales, FMCG Sales & Distribution for developing business PAN India.

Educational Qualification: MBA / Postgraduate

Position Title: Business Developer

Location: Bangalore, India

Experience: 3+ years of experience in Business Development ideally in Retail sales (packed food items) and B2B sales (Food Industry).

Responsibilities:

- Responsible for retail sales and B2B sales - 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
- Draft, share and close sales quotations and orders
- Explain and negotiate commercial, technical terms and conditions.
- Conduct's regular and systematic customer visits according to work plan and customer coverage – PAN India
- Finding and representing the company at trade shows, on committees, and related industry conferences to build the network
- Acquire a comprehensive understanding of the Indian distribution landscape. Develop geography and channel specific strategies towards achieving the growth objectives.
- Work very closely with Distributors, business owners to meet sales targets month wise, geography/salesperson wise, brand and pack wise as relevant in line.
- Planning, preparing and conducting presentations whenever required
- 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

Desired Experience and Skill Sets:

- 3+ years of experience in Business Development ideally in Retail sales (packed food items) and B2B sales (Food Industry).
- MBA / Postgraduate degree in relevant industry.
- Language skills; English and Hindi (Must be fluent orally and verbally)
- Must be detail oriented with an excellent math skill
- Must 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.

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