



Job Description- Roles and Responsibilities

Position Name	Business Development Manager
Reporting to	Directors
Location	Sambhajinagar/ Nashik , Hubli

Position Description

As a Business Development Manager, you will be responsible for managing and expanding our network of distributors to ensure the effective distribution of our products. Your role will involve developing strategies to recruit new distributors, fostering relationships with existing ones, and implementing programs to support their growth and success. You will work closely with sales, marketing, and supply chain teams to achieve distribution targets and enhance market penetration.

Key Result Area & Responsibilities

Sr. No.	Work	Description
01	Distributor Recruitment:	1. Identify potential distributors in target markets through market research and networking. 2. Develop and implement strategies to attract new distributors, including attending industry events, conducting presentations, and leveraging online platforms.
02	Relationship Management:	1. Build and maintain strong relationships with existing distributors to ensure satisfaction and loyalty. 2. Provide ongoing support and training to distributors to optimize their performance and promote product knowledge.
03	Performance Monitoring:	1. Set clear performance targets for distributors and monitor their progress regularly. 2. Analyze sales data and market trends to identify opportunities for growth and improvement.
04	Market Expansion:	1. Collaborate with the sales team to identify new market opportunities and develop strategies for market expansion. 2. Conduct market assessments to evaluate the potential for new distributors in untapped regions or sectors.
05	Training and Support:	1. Develop training programs and materials to educate distributors on product features, sales techniques, and company policies. 2. Provide ongoing support and guidance to distributors, including troubleshooting issues and resolving conflicts.
06	Collaboration:	1. Work closely with cross-functional teams, including sales, marketing, and supply chain, to align distributor development initiatives with overall business objective. 2. Coordinate promotional campaigns, product launches, and other marketing activities to support distributor sales efforts.



Relevant Experience: 7 to 9 years of direct sales industrial experience in Chemical industry and other industry.

Required Skills & Behavior:

1. **Communication:** Strong verbal and written communication skills are essential for effectively conveying information to distributors, negotiating agreements, and building relationships with internal teams.
2. **Relationship Building:** A talent for fostering positive relationships with distributors, understanding their needs, and addressing concerns is vital for ensuring long-term cooperation and loyalty.
3. **Analytical Thinking:** Proficiency in analyzing sales data, market trends, and performance metrics is necessary for making informed decisions, identifying opportunities, and optimizing distribution strategies.
4. **Active Listening:** Skill in actively listening to distributors' concerns, feedback, and needs, demonstrating respect and understanding, and responding appropriately to foster trust and collaboration.
5. **Decision Making:** Capacity to analyze information, evaluate options, and make informed decisions promptly, considering potential risks and benefits, and taking responsibility for the outcomes.
6. **Customer Focus:** Keeping the customer's needs and preferences at the forefront of decision-making and actions, aligning distributor development efforts with delivering value and satisfaction to end customers.

Qualifications:

1. Bachelor's degree in business administration, marketing, or related field. MBA preferred.
2. Strong understanding of distribution channels and market dynamics
3. Excellent communication, negotiation, and relationship-building skills.

Other requirements :

- Should have his own vehicle.