



**Position:** Regional Business Development Manager  
**Department:** Sales  
**Location:** Pune  
**Experience:** 5 – 7 Years

### **Job Profile:**

1. Knowledge about the automobile manufacturers & application area of engines, EV, and components, specifically in leak test and in-process verification.
2. Be able to prepare the equipment/technical presentation in line with customers' requirements.
3. Excellent communication & relationship building
4. Create new sales and marketing strategies that target B2B customers and positions Leak test and in-process testing products as the best solutions for prospective clients.
5. Manage customer relations by soliciting and logging client feedback and evaluating the data we receive through digital channels.
6. Generate high-quality sales leads and follow up after the initial meeting.
7. Identify areas where we can improve customer satisfaction and repeat business, then communicate those issues and possible solutions to upper management.
8. Set and achieve sales goals and quotas on a monthly and quarterly basis.

### **Requirements:**

- High motivation, Self-motivated learner
- Team player, active person, good communication skills (English)
- Strong Negotiation Skills
- Customer orientation, quality driven
- Excellent communication skills