Position: Regional Business Development Manager

Department: Sales
Location: Pune
Experience: 5–7 Years

Role Overview:
The Regional Business Development Manager will drive business growth by developing and executing sales strategies for leak testing and in-process verification systems within the automotive and EV manufacturing sectors. The role involves managing client relationships, identifying new business opportunities, and achieving sales targets through strategic planning and customer engagement.

Key Responsibilities:

1. Develop a strong understanding of automotive manufacturers, their applications, and requirements related to engines, transmissions, EVs, Battery pack, HVAC and components.
2. Prepare and deliver customized technical and equipment presentations aligning with client needs.
3. Build and maintain long-term relationships with key customers and stakeholders.
4. Formulate and implement effective B2B sales and marketing strategies to promote leak test and in-process testing solutions.
5. Generate and qualify leads, conduct follow-ups, and convert opportunities into successful sales.
6. Collect and analyze client feedback from various channels to improve customer satisfaction and retention.
7. Identify potential areas for improvement in customer experience and communicate insights to management.
8. Meet or exceed monthly and quarterly sales goals and revenue targets.

Requirements & Competencies:

- ❖ Highly motivated and self-driven learner with a proactive attitude.
- ❖ Strong negotiation, presentation, and communication skills (English proficiency required).
- ❖ Proven team player with a customer-centric and quality-oriented approach.
- ❖ Demonstrated ability to plan, prioritize, and execute sales strategies effectively.
- ❖ Strong relationship management and interpersonal skills.