



BUSINESS DEVELOPMENT EXECUTIVE - JOB DESCRIPTION

Date: 29-06-2024

Job Title: Business Development Executive

Location: Sarita Vihar, Delhi

Department: Business Development

Job Type: Full-time

Experience: 2 years (Required)

Language: English (Required)

Work Location: In person

About Us:

Ruhvenile[®] Biomedical is a leading innovator in health tech, committed to excellence and driven by a passion for progress. Our team is dedicated to developing cutting-edge solutions that advance healthcare and improve lives. We are seeking a motivated Business Development Executive to join our dynamic team and drive our business growth strategies.

Job Overview:

The Business Development Executive will be responsible for identifying new business opportunities, building, and maintaining client relationships, and achieving sales targets. This role requires a proactive individual with strong sales acumen, excellent communication skills, and a deep understanding of our products and services.

Key Responsibilities:

Business Development:

- Research and identify potential clients and markets.
- Generate leads and cold call prospective customers.
- Develop and execute strategies to achieve sales targets and expand market reach.

Client Relationship Management:

- Build and maintain strong relationships with existing and new clients.
- Understand client needs and requirements to propose suitable solutions.
- Address client inquiries and concerns in a timely and professional manner.

Sales and Proposal Development:

- Prepare and deliver compelling sales presentations and proposals.
- Negotiate contract terms and close sales agreements.
- Collaborate with internal teams to ensure smooth project handover and client satisfaction.

Market Analysis and Strategy:

- Monitor industry trends, competitors, and market conditions.
- Provide feedback to management on market dynamics and customer needs.
- Assist in developing strategic plans to capitalize on market opportunities.



Ruhvenile[®] Biomedical OPC Pvt. Ltd.

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Reporting and Administration:

- Maintain accurate records of sales activities and customer interactions in CRM software.
- Prepare regular sales reports and forecasts for management review.
- Ensure compliance with company policies and procedures.

Qualifications:

- Bachelor's degree in Business Administration, Marketing, or related field.
- Proven experience (2 years) in business development, sales, or related roles.
- Strong understanding of sales principles and techniques.
- Excellent negotiation and persuasion skills.
- Ability to work independently and as part of a team.
- Results-driven with a focus on achieving sales targets.
- Proficiency in MS Office Suite and CRM software.

What We Offer:

- Competitive salary and commission structure.
- Opportunities for career growth and professional development.
- A collaborative and supportive work environment.
- The chance to contribute to the growth and success of an innovative company in the health tech industry.

How to Apply:

Interested candidates are invited to submit their resume and cover letter to career@ruhvenile.com with the subject line "Business Development Executive Application – [Your Name]." Applications will be reviewed on a rolling basis.

Ruhvenile[®] Biomedical is an equal opportunity employer. We celebrate diversity and are committed to creating an inclusive environment for all employees.