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| **JOB TITLE:** | **BUSINESS DEVELOPMENT MANAGER – RETAIL** |
| **LOCATION:** | **PUNE** |
| **REQUIREMENT** | **1 position** |
| **DEPARTMENT/UNIT:** |  **Sales-INDIA** |
| **REPORTS TO:** | **HEAD BUSINESS** |
| **KEY OBJECTIVES** |
| * Drive retailer acquisitions with Brick-and-mortar stores dealing in Groceries, Pharmacies, Restaurants, Bakeries, Boutiques etc. Modern trade outlets across industry verticals in Pune.
* Manage the complete Sales process from opportunity identification, drafting/review of legal agreements, commercial negotiation, service activation, billing and invoice dispute resolution and trouble ticket management
* Be the professional face of the organization to all internal and external stakeholders
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| **WORK EXPERIENCE/ REQUIREMENT** |
| * 5-10 years work experience in Distribution/ Retail / Modern Trade sales
* Experience in a techno-commercial sales solution to Medium & Large Brick and Mortar stores would be an added advantage.
* Industries – FMCG distributors, Pharmacy distributors, SaaS, POS Devices, System Integrators/ IT companies.
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| **EDUCATIONAL QUALIFICATION** |
| * Minimum of Upper Second Class Degree
* Electronics/ Telecom Engineer/ MBA will be an advantage
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| **SKILL/ COMPETENCY REQUIRED**: |
| * Knowledge of the modern trade/Retail landscape in Pune.
* Computer literate with proficiency in MS Excel, PowerPoint and MS Access would be an added advantage.
* Highly analytical with good commercial acumen and negotiation skills
* Customer empathy, personal integrity and flexibility
* Ability to build cooperative relationships internally and externally to achieve set goals
* Fluency in English, Hindi and Marathi preferred.
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| **Company Profile** |
| A boutique international company with over 150+ Man Years of Strategic & Hands-on Leadership Experience in Digital Services Delivery. Currently operates in US/Canada, Africa and India, starting operations in Pune with an ecommerce mobile and web app to enable brick and mortar stores to go online with their own branded mobile app backed by Artificial Intelligence tools and dashboards to improve their business through mobile commerce. |