**Job Description – Business Development head (Integrated Packaging & Logistics Team)**

**Company Name:** Holisol Logistics

**Industry:** Logistics and Supply Chain

**Location:** New Delhi

**Years of experience required:** 8+ years in Business Development (preferably in Automotive Supply Chain)

Job Description:

* Deep understanding of industry, customer base and competitive market.
* Meet quarterly and annual revenue goals by identifying business opportunities from new and existing customers.
* Identify new growth areas, customers, products and services, as per overall Company’s strategy.
* Build sales pipeline in alignment with Company’s overall plan.
* Improve relationship with existing and new customers
* Understand customer requirements and develop solutions along with design team.
* Responsible for Mentoring and professional development of team
* Set teams KPI’s and review performance on regular basis.
* Ensure customer grievances are resolved in a timely manner.
* Train team members, arrange for internal & external trainings.
* Ensure team adherence to IT systems.

Skills:

* Excellent Team Management and interpersonal skills.
* Highly Customer oriented
* Strong analytical skills.
* Good hand in MS Office tools such as MS Excel, PowerPoint, etc.