



Job Description – Business Development Manager

Industry: Logistics and Supply Chain

Location: Sultanpur, New Delhi

Job Responsibilities

- a) adding new customers from Fashion & Apparel/FMCG in big format commodities.
- b) close monitoring of operations of large format deliveries and maintain CSAT.
- c) ensure GP of big format deliveries at given percentage.
- d) getting additional business from existing customers.
- e) Cross functional business development.
- f) Bring customers for vacant spaces available.
- g) Ensure all legal formalities of new sites are fulfilled.
- h) Provide existing and prospective clients with current industry and market specific information as it relates to their business and investments
- i) Build and manage a pipeline of potential customers
- j) Ops Excellence for large format delivery solutions.

Skills:

- a) Strong in powerpoint skills and analytics tool

