

WE ARE LOOKING FOR



BUSINESS DEVELOPMENT MANAGER BUFAB INDIA

Bufab is a strong brand, which stands for quality, service and assortment. We are the leading manufacturer and distributor of quality assured stainless steel grade fasteners & high alloyed fasteners. Providing the best quality to our customers is Bufab India's prime goal.

The Business Development Manager will report directly to the Managing Director Bufab India and will be responsible to develop new customers and new business to increase Bufab market share. Upon performance further responsibilities would be assigned as future perspective. This position will be stationed in Bangalore.

Responsibilities:

- Define & implement business development strategy for BUFAB India
- Lead BD team to identify potential customers for target business
- Develop new customers and new business to fulfill the company's ambitious growth plan
- Collect and organize RFQ from new customers, arrange and involve relative departments to participate in quotation
- Responsible for profit of new project, provide quotation and recommendation for decision-making.
- Keep a balance between customer needs and company benefit to maintain profitable business growth.
- Promote BUFAB digital solutions to potential customers
- Work closely with BU/global sales team and local sales team to promote BUFAB value and image.

Profile:

- Bachelor's degree or above in business management or related fields.
- At least 10 years work experience and 4 years in management position in multinational company.
- Be a collaborative team player with the ability to influence all levels of the organization
- Process excellent interpersonal and communication/negotiation/presentation skills
- Forecasting and planning, good strategic thinking skill
- Solutionist spirit, can-do attitude and problem-solving skills
- Good command of English in both writing and oral
- Frequent travelling is required
- Wanting to work in a company with Scandinavian management culture

Interested? Please send your CV & Application letter to Manjushree Reddy, HR Manager, manjushree.reddy@bufab.com.