



Client is a value-add service organization serving the Energy, Transportation, Aerospace, Industrial, and Technology vertical segments with hardware & fasteners; machined, fabricated, electric components & systems; process control & valve components & systems; and other direct production materials through kitting, inventory management programs, and direct purchase solutions.

Business Development Manager – Services (Chennai)

Responsibilities & Duties:

The successful candidate will possess the following traits: Strong leadership, self-starter, mature, self-confident, excellent communication and interpersonal skills, analytical abilities and problem-solving skills, strong PC and Excel skills, presentation skills. In addition, preferred candidates are assertive, team players, creative, and entrepreneurial.

The Business Development Manager will develop new customer base. He / She will manage product and part fulfillment for assigned OEM account(s), duties that include, but are not limited to:

- Provide technical sales support and consultation to develop business opportunities and penetrate clients.
- Provide technical and product knowledge support to supplier and customer base.
- Meet or exceed budgeted sales and gross margin targets with assigned accounts.
- Develop account plans/penetration strategy to drive volume/margin growth.
- Develop and maintain high quality prospect referral networks
- Cultivate effective long-term relationships at all levels of the customer organization.
- Applies project management, lean tools, and lean methodologies in direct support of new customer programs and to improve internal and customer productivity.
- Works with external customers, internal customers, and business leadership as needed to meet goals and communicate performance
- Work to constantly improve fulfillment processes.
- Oversee supply chain including: managing key vendor relationships, guarantee parts are ordered timely to insure on-time delivery, identify key parts for overseas COGS deflation and own execution on deflationary efforts, drive process improvements, insure prompt payment on invoicing.
- Develop target customer service levels and team goals; position team to achieve goals.



Requirements:

- **Strong sales and/or service background.**
- Possesses Operations & Supply experience
- **Experience in the Wind/Energy business an added advantage**
- Excellent English communication and interpersonal skills.
- **Minimum 3 years experience** in similar capacity
- Proficient computer skills, especially Excel
- Ability to drive results without a great deal of direct supervision.
- Understand transfer pricing and government duty, VAT and customs regulations.
- Understanding of international freight practices, procedures and costs.
- Sound Problem Solving and Decision Making Skills
- BA/BS degree

Salary Range: Rupee 9 to 10 Lakhs LPA (CTC)

Interested candidates are invited to submit your latest updated resume stating your availability of employment, current, achievements and expected salary to Adrian Collin Png at: adrian@collincrawford.com