

Business Development Manager – Sales & Marketing



Work Location - Mumbai

Industry: Bathroom & Sanitary ware

Salary - Upto 50K

Experience - 3 to 5 years

Immediate joiner or 15 days

No Of Openings - 05

Preferred Male Candidates

Job Overview: We are seeking an experienced and dynamic Business Development Manager to drive the growth of our MEP Bathing products division. This individual will be responsible for the strategic development and expansion of our range of products, including toilets (close coupled, wall hung, single floor standing, in-tank), seats and covers, basins, faucets, showers, urinals, accessories, and installation systems. The ideal candidate will have a solid understanding of MEP (Mechanical, Electrical, and Plumbing) systems, combined with strong business acumen and the ability to foster relationships with architects, interior designers, contractors, and project dealers.

Key Responsibilities:

- Develop and implement strategies to promote and expand the MEP Bathing product portfolio, targeting both new and existing markets.
- Identify and cultivate relationships with architects, interior designers, contractors, dealers, and key accounts in the residential, commercial, and institutional sectors.
- Lead negotiations, finalize contracts, and close sales with an emphasis on long-term partnerships.
- Collaborate with the technical team to ensure product offerings meet client specifications and industry standards.
- Monitor and analyze market trends, competitor activities, and customer needs to identify new business opportunities.
- Provide technical and product expertise during client meetings, presentations, and site visits.

- Ensure timely and effective project execution from initial inquiry to post-sale support.
- Work closely with the marketing team to create promotional materials and campaigns tailored to the target audience.
- Develop sales forecasts, budgets, and reports to track business performance and ROI.
- Stay up to date with developments in the MEP industry and relevant regulations.

Qualifications:

- Bachelor's degree in Sales ,Marketing ,Business Development or a related field (preferred).
- Proven experience (5+ years) in business development within the MEP sector, particularly with products like Bathroom Accessories and related accessories.
- Strong techno-commercial background with a deep understanding of the plumbing and bathing products market.
- Excellent communication, negotiation, and relationship-building skills.
- Ability to analyze market trends and customer data to inform sales strategies.
- Familiarity with relevant industry standards, codes, and regulations.
- Experience working with architects, interior designers, and project dealers is a plus.

Skills and Competencies:

- Strong project management skills with the ability to handle multiple projects simultaneously.
- Problem-solving skills with the ability to address customer needs and provide tailored solutions.
- Proficiency in MS Office.
- Self-motivated, result-driven, and capable of working independently.

