

## Business Development Manager

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Company: Melamine Emporium

Location: Karachi

Category: other-general

Melamine Emporium is urgently looking for experienced and dynamic Business Development Manager for its new Medical Range products in corporate sector.

The candidate should have at least Bachelor's degree in same discipline, presentable & minimum 2 years of experience of Sales in Medical Devices, Disposables and related Field.

The candidate will be responsible for:

Identify new business opportunities - including new markets, growth areas, trends, customers, products and services

Seek out the appropriate contact in an organization

Generate leads and cold call prospective customers

Meet with customers/clients face to face or over the phone

Understand the needs of your customers and be able to respond effectively with a plan of how to meet these

Think strategically - seeing the bigger picture and setting aims and objectives in order to develop and improve the business

Work strategically - carrying out necessary planning in order to implement operational changes

Draw up client contracts - depending on the size of company, this task may be completed by someone else or agreements may not be as formal

Have a good understanding of the businesses' products or services and be able to advise others about them

Ensure staff are on board throughout the organization, and understand the need for change

and what is required of them

Train members of your team, arranging external training where appropriate

Discuss promotional strategy and activities with the marketing department

Liaise with the finance team, warehousing and logistics departments as appropriate

Seek ways of improving the way the business operates

Attend seminars, conferences and events where appropriate

Keep abreast of trends and changes in the business world

Willing to travel outside Karachi and able to demonstrate about product and meet new clients

Selected candidate will be offered attractive salary of 30,000 + with fuel & commission

Interested candidates can send their resume:

Melamine Emporium is a trading deals in all types of Medical and Electronic equipment.

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