

Business Development Associate

GormalOne LLP. Mumbai IN

GormalOne is a Agri tech enterprise with a vision to make farming highly profitable for the smallest farmer, thereby ensuring India's "Nutrition security". Our mission is driven by use of advanced technology. Nitara, our Flagship product is an Artificial intelligence-led Dairy focused technology platform focused on data-driven dairying and fostering collaboration among Dairy stakeholders for informed decision making and improved outcomes through Digitization. We are looking for people, who are keen to use their skills to transform farmers lives. You will join a highly energised and competent team which working on advanced global technologies.

We are looking for a Business Development Associate who will be responsible for setting up the sales and revenue generation channel of NITARA Tech Platform. Looking for self-motivated professionals who get inspired by the idea of good communication, connect with people and passion for selling, the candidate should be persistent & result oriented. A Fast learner with time management skills and a keen analytical mind.

Responsibilities:

- Sales & Marketing of Nitara Tech Platform and its various products to relevant customers
- Achieve sales targets and responsible for revenue generation
- Develop New partnerships/ New segments of clients for the Company products
- Build strong client relationships, through regular communication.
- Conducting market research and analysis to create detailed business plans on commercial opportunities (expansion, business development etc.)
- Project management and after sales management
- Attending and participating in meetings, workshops, events, and exhibitions to represent the Organisation and build Organisation network
- Create promotional pitch decks, client presentations etc
- MIS Reporting
- Manage and update company database and customer relationship management systems (CRM)

Basic requirements:

- Proven work experience of minimum 3 years in revenue generation and achieving sales targets.
- Understanding of sales principles and ability to deliver an excellent customer experience.
- Strong (verbal and written) communication skills with an ability to build relationship.
- High degree of professionalism.
- Good time-management skills with a problem-solving attitude.
- willingness to Travel for client meetings, project implementation.
- Experience with CRM software (e.g. Salesforce).

Preferred Requirements:

- BSc degree in Agribusiness Administration, Marketing or relevant field.
- Effective presentation skills.
- Minimum 3 years of experience working in the agriculture/ Dairy/ AgriTech market.
- Prior Business development experience in agri tech products will be given an advantage.

Work Location : Mumbai

Kindly note: Salary shall be commensurate with qualifications and experience

Interested candidates can send their profile to hr@gormalone.com

Visit us at - <https://gormalone.com/> & <https://www.nitara.co.in/>