

# Senior Business Development Specialist

GormalOne LLP. Mumbai IN

GormalOne is an Agri tech enterprise with a vision to make dairy farming highly profitable for the smallest farmer, thereby ensuring India's "Nutrition security". Our mission is driven by the use of advanced and scalable technology. Nitara, our Flagship product is an Artificial intelligence-led Precision Dairy 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 an ambitious Senior Business Development specialist who will be responsible for driving the Business Goals of the Organisation. The candidate should be motivated and self-driven to succeed in a changing business climate. Candidate should be detail oriented and having an excellent business sense with a strong track record of Revenue generation demonstrating project execution capabilities. ***If you are a candidate who is keen to create impact at grassroots level through their business goals whilst utilising innovative community development approaches then we would love to hear from you.***

## Responsibilities

- Overseeing the company's business strategy and operations, leading teams, and setting goals
- Implement effective sales strategies to meet & exceed Revenue targets.
- Conducting market research and analysis to create detailed business plans on commercial opportunities (expansion, business development etc.)
- Develop and maintain strong relationships with key clients, ensuring high levels of satisfaction and retention. Work closely with stakeholders to understand their needs and deliver tailored dairy tech solutions.
- Collaborate with internal departments to optimize client satisfaction and operational efficiency. Lead teams, ensuring alignment with business goals.
- Develop, train, deploy and monitor account handling team to manage clients in different geographies.
- Working with different departments to align efforts with the company's mission and vision
- Build market and branding strategies for Nitara.
- Monitor performance of commercial activities using key metrics and prepare Business MIS,

## Key skill sets

- A deep understanding of opportunities for a strong digital strategy, business innovation, establishing partnerships
- Demonstrate experience in formal project planning, management and delivery including needs assessment, priority setting and action planning. Excellent organizational and problem-solving abilities

- Ability to build, lead, motivate and create a strong team.
- Ability to thrive in a fast paced, evolving environment.
- Evidence of a range of essential communication skills e.g. presentations, public meetings, group facilitation and group-based training.
- Evidence of regular and in-depth continued use of computers to use the Internet and email systems in addition to Microsoft Word, Access, Excel and PowerPoint and social media platforms.

## Basic Requirements

- 10-15 years of Business development and revenue generation experience working in the agriculture market and minimum of 5 years in the dairy industry.
- 5-6 years of experience in Agri/Dairy products and Tech Sales will be considered as an advantage.
- Strong Knowledge of Dairy processing & technology solutions in dairy industry, Excellent sales, negotiation, client management & relationship building skills.
- Degree in any Dairy/Agri/Rural Management Field

**Kindly note: Salary shall be commensurate with qualifications and experience**

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Interested candidates can send their profile to [hr@gormalone.com](mailto:hr@gormalone.com)

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