



Job Profile



Business Development Manager (E Waste / Battery Waste -EPR)

Name of Company	<p>GEM Enviro Management Limited</p> <p>GEM Enviro Management Ltd (“GEM”), a listed company on BSE SME exchange is in the business of waste management and sustainability. GEM offers Extended Producer Responsibility (“EPR”) solutions to its clients.</p> <p>GEM works with more than 100 clients and its client base consists of leading organizations such as PepsiCo, Varun Beverages, Coca-Cola, Bisleri, Honasa Consumer, National Fertilizers, etc</p>
Name of Position	Business Development Manager (E Waste / Battery Waste -EPR)
Location	Unit-203, Plaza-3, Central Square, Bara Hindu Rao, Delhi-110006
Job Profile	<ul style="list-style-type: none">• Achieving Sales targets by new clients’ acquisitions / additional business from existing clients• Design and implement a strategic business plan that expands company’s client base and achieving company sales goals• Preparation of Sales pitch (presentations) and other marketing documents• Identification of prospective clients• Coordinate for scheduling meeting on pan India basis and closing the deal with them.• To develop the one-to-one relationship with the client and build a trust factor with the client for long term• Customer order processing and coordination with internal CRM team for any service.• Create proper documentation and data as per customer requirement.• Monitor and measure client satisfaction.• Provide information about rules and regulations to clients on services and products by coordinating with the back-office team.• Ensure smooth payments to be received by clients as per terms decided and resolve any query related to payments on time.• Develop surveys and capture client information.• Participate in marketing campaigns.• Deal with client requests and troubleshoot problems.
Desired Skill & Qualifications	<ul style="list-style-type: none">• MBA with Marketing from a reputed institute• Successful previous experience as Business Development Manager / Sales Manager with proven track record• Candidates with experience in E waste management and EPR for E-Waste / Battery waste would be preferred• Excellent knowledge of Excel, Power Point & Word (Microsoft Office)• Candidate should have good presentation skills, which includes good PPT skills, data representation and structuring the thoughts• Candidate should have good interpersonal skills, which includes listening ability, empathy, and persuasion• Candidate should have good business development / sales skills, which includes interaction with regulatory authorities, managing the queries of existing clients and developing new clients
Experience	7+ yrs
Salary	CTC range from 12 Lacs onwards including incentives and bonus for achieving sales targets

Share your resume at hr@gemrecycling.com or WhatsApp on : 9599941946