



Position:- Head Business Development -India

Location:- Gurgaon, India

Job responsibilities:-

1. The candidate will be responsible for business development for the company including generating new clients and new business.
2. The job will require extensive travelling within India for meeting private and government contacts.
3. The job will include heading a team of BD professionals and also include submission of quotes, participating in negotiations and discussions and finalizing the orders.

Requirements:-

1. The candidate should be an Engineer with minimum 15 years of experience in BD out of which minimum 5 years' experience in BD for consulting firms.
2. Should have good network in government departments and PSU's undertaking construction projects.
3. Should have good understanding of various phases of construction projects.
4. Preferred candidate will be who has undertaken BD in Engineering consultancy or claim management companies.
5. The companies to be targeted include construction companies, law firms, government PSU and departments involved in project development, PMC consultants etc.
6. Should be energetic, pro-active with strong presentation skills and go-getter.

Salary:- As per the industry standards with fixed and variable components