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We are hiring for a Business Development Professional (North and South region) This role will be responsible for developing business in the assigned region. This includes identifying new customers, and growing existing business. Responsibilities will include an overall representation of CAS products in the region including providing technical/product support for the region.

Position Responsibilities:

- Responsible for the achievement of business targets and activity goals
- To promote and market our products to new and existing customers. This involves extensive site visits and positioning products in a consultative approach
- Conduct product technical sessions with demonstrations at client sites
- Generating new sales leads and maintain strong customer relationships with existing customers.
- Manages the complete sales cycle (prospecting, qualifying, closing and renewing) in assigned territory.
- Develop a business plan on how to increase revenue and new business growth within the assigned region.
- Report market Intelligence and customer feedback on regular basis.

Position Requirements:

- Masters Degree or equivalent in Chemistry, Pharmacy or related Science from a reputed University and 1-5 years experience in related fields. MBA degree will be an advantage.
- Willing to travel extensively (more than 60%) in the assigned regions.
- You should be self-motivated, proactive and possess excellent oral and written communication skills in English.

To apply for a position, please submit your cover letter and CV to hrd@acsi-india.info