



Business Development Executive

(Cochin/Chennai/Coimbatore/Indore/Kolkata/ Nagpur/Patna/Guwahati)

Are You Wired To Fit?

- Set up channel distribution system for a Region and develop processes
- Develops relationships and structures partnerships with channel partners/distributors
- Coordinates development of sales and marketing materials required for channel partners to be successful
- Collaborate with the Planning, merchandising and marketing functions in driving channel growth
- Promotes Zivame brand within channel organizations
- Hire and trains best in class Sales team which can help in growing the business
- Directs leads developed within the channel to the appropriate sales person within Zivame
- Manages potential channel conflict with other sales channels
- Recommends product or service enhancements to improve customer satisfaction and sales
- Evaluates effectiveness of partner programs and improves upon them

What'll Push-Up Your Chances?

- Ability to negotiate and structure partnerships
- Excellent Coaching and Leadership skills
- Ability to establish and maintain positive and effective work relationships with Dealers and distributors
- Excellent verbal and written communication skills