

About Desmania:

Desmania is 27 year old, leading multi-disciplinary design studio based out of IMT Manesar, Gurgaon. The company has a evolved product development process and a clear design thinking to offer path breaking and customized design solutions to the clients. We are a rock solid team with a versatility to take up projects across the industry segments.

Founded by the alumnus of NID, Desmania has attained its design maturity with a long and eventful journey. Desmania's talented team and its state of art infrastructure is unbeatable!

Websites to be visited: www.desmania.com, www.desmania-autostudio.com

Position: Business Development Manager

Industry: Automotive Design Services

Location: IMT Manesar, Gurgaon

Qualification: BDes/MDes/BTech/MTech/ MBA

Experience: 5-10 years' experience in relevant industries

Salary: Will be commensurate with the experience & qualification

Job Description:

- Incumbent will be responsible for driving the sales of Automotive design services
- Target oriented sales profile
- To set up meetings and meet up prospective clients, at least 4-5 days in a week.
- Travel, at least twice a month to meet the outstation clients.
- Technically sound from mechanical, automotive and prototyping knowledge.
- Excellent written and verbal communication skills in English.
- Good follow-up skills and agile response to clients.

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- Lead automotive design services sales & marketing with OEMs, Tier1 vendors and EV Start-ups
- Effective execution of all promotional activities of services, product and campaign launches on social media and other channels. while ensuring adherence to company's policies and guidelines.
- Responsible for meeting monthly/quarterly/annual sales performance targets while maintaining assigned pricing and profitability targets
- Work closely and provide inputs to Management in the development of key communication and tactical plans and closely work along with them for implementing the same.

Incumbent could be from any of the following industries/services:

1. Automotive Design Services
2. ITES
3. Rapid Prototyping Companies
4. HMI Design Services
5. Companies selling CAD software
6. Prototyping services companies.