**For the position of Executive \_Business Development**

**Location:** Mumbai,Chakala

**About Evolute group –** [**www.evolute.in-**](http://www.evolute.in-) **Certified as Great Place to Work**

Evolute group is a leading Indian ESDM (Electronics System Design & Manufacturing) & diverse multi-business conglomerate spread across trading, electronics product design & marketing across verticals like – Payment -Fintech, cleantech-energy storage and industrial electronics, software solutions. Our expertise in embedded engineering & power electronics, indigenous design & development capabilities and market presence in 20+ countries has helped us carve a niche in the under developed and developing geographic markets.

The list of customers is a testimony to its ability to combine product reliability, performance and competitive pricing with a strong customer centricity, Enabled with extensive design & development expertise and leading- edge technologies, Evolute group aspires to achieve 50 % + CAGR growth in no of esteemed customers, empowered employees, top line revenue, profits for all in next 5 years which includes top line revenue of 1000 CR.

Being the Business Development Executive of the product company, you will be responsible for planning and executing sales and business development targets.

**The opportunity:** We are looking for Business Development Executive for Mumbai location based out of Mumbai office. We are headquartered in Mumbai with manufacturing facility in Vasai.

**[Brief about Job]/ Key responsibilities include:**

# Experience in business development and technical pre sales, willing to travel extensively.

* Should involve in proposal preparation activity and work closely with technical team in identifying appropriate solution for the customers.
* Should gain knowledge of target market segment and business trends. Should build successful and scalable relationships audience in prospect organizations.
* Experience working with customers in the Banking, Microfinance, Non-Banking Financial Corporations & eGov verticals.
* The role requires a highly self-motivated and enthusiastic professional with good and influencing communication skills. Should be capable of planning and executing sales and business development targets.
* Should be ready to travel little bit as per requirement

**To qualify for the role, you must have:** -

* Electronics and telecommunication Engineer/Instrumentation or mechanical. Any engineering ready to do technical b2b sales.
* Ready and interested in Sales/BD profile.
* MBA will be added advantage
* Freshers/ Graduate – MBA can also apply from any specialization

**Key attributes for success: -**

* + Good written and verbal communication skill
  + Positive Attitude
  + Computer proficiency - MS-Office & web Surfing

**CTC: between 3 to 4 LPA (depending upon the interview and technical knowledge)**