



## PLACEMENT CELL NOTIFICATION

### NUPORE FILTRATION

Hiring 2026 grads.

**Nupore Filtration has two vacancies in our Business Development Team – B2B Scientific Industrial Sales.**

**Locations – Hyderabad (Telugu Language Mandatory) & Bangalore**

**Please find Job Description enclosed for your kind consideration.**

#### **Brief Company Profile:**

We would like to introduce ourselves as Nupore Filtration Systems Pvt. Ltd., an ISO 9001:2015 and ISO 13485 certified manufacturer of micro-filtration products for analytical, microbiology and production streams for Pharma, Food & Beverage and various other industries for more than 30 years.

Nupore is one of the leading manufacturers of Critical Filtration Devices and Diagnostic Membranes in India. The Company operates through 3 manufacturing plants and serves customers spanning across pharmaceutical, bio-pharmaceuticals industries and analytical & microbiology labs. Nupore was established in 1989 and has over 300+ employees.

**Our Website: [www.nupore.com](http://www.nupore.com)**

**Role: Business Development Executive**

**Locations: Hyderabad (Telugu Language Mandatory) & Bangalore. But interested candidate should be comfortable for any location & open to travel PAN India**

**Geography: (Bangalore complete, For Hyderabad - entire Hyderabad, AP & Telangana including Vizag)**

**Education: MSc Biotechnology; MSc BioChemistry; MSc Life Science, MSc Botany or MBA (Graduation must be Science background)**

**CTC: Post Graduate: 6 – 7 LPA (Fixed Component) + Incentives + expenses (on actual bills submission)**

**Role: The ideal candidate should be confident in building new client relationship and maintaining existing ones. They should have evidence of strong skills and possess good negotiation skills.**

**Domain: B2B Scientific Industrial Sales**

**Note: There will be a two year bond. Also candidate should have his/her own conveyance at the time of joining the respective assigned territory.**



- **Strong communication and presentation skills & Negotiation skills**
- **Basic Knowledge of Microsoft Office (Power Point, Excel & Word) is Mandatory**

#### **Key Responsibilities:**

- Identifying and meeting key Clients at Manufacturing units, R&D Labs and give the presentation
- Securing high-value accounts through consultative selling, effective customer solutions and promoting compelling business opportunities.
- Experience in charting out sales & marketing strategies and contributing towards enhancing business volumes & growth and achieving profitability norms.
- Competent in developing and sustaining positive work environment that fosters team performance.
- Built and cultivate long-term quality relationships with major Key Accounts by addressing needs and providing superior customer service.
- Contribute to event marketing, sales and brand promotion.
- Strategic Planning & skilled in formulating customer centric business strategies.
- Reaching out to new & unexplored market segments / customer groups using segmentation and penetration strategies for business expansion.
- Create sales forecasts to target daily, monthly and yearly objectives.
- Expanding the relationships with existing key accounts by continuously proposing solutions that meet their objectives.
- Increase sales volumes, achieve, and possibly overachieve the sales targets on his territory in respect of Nupore strategy
- Develop new accounts and/or expands existing accounts within an established geographic territory, industry or product segment.
- Identify customer needs and trends and presents Nupore products and support services to customers effectively
- Ensure the territory prospect pipeline is populated with a balance of short, mid and long term prospects sufficient for the continuous attainment of territory's yearly targets
- Actively sell & increase the value of Nupore products and services along with price negotiation

#### **Key Attributes:**

- Resourceful Customer oriented, B2B sales task management
- Willingness to travel Pan India independently; within preferred industry



- Strong intrapersonal skills & excellent communication, negotiation, analytical, and relationship management skills
- Exceptional written communication skills
- Familiarity with data analysis and reporting
- Hardworking, persistent, and dependable to achieve consistent targets
- Positive and enthusiastic to overcome obstacles
- The job holder is responsible for achieving sales growth, gaining market share and meeting targets in an assigned area

#### **Interview Process:**

- 1<sup>st</sup> Round – Initial Telephonic Interaction
- 2<sup>nd</sup> Round – 2/3 Member Panel round for Shortlisted candidates (at campus/ virtual – Google Meet)
- 3<sup>rd</sup> Round – Only for final shortlisted – Face to face interaction at our HO (Ghaziabad)

**Interested students must go through our website meticulously & develop some understanding about filtration industry and our competitors.**

**Also please share candidates in excel along with resumes and kindly add below mentioned points:**

- Candidate - Agree to 2 years bond (Y/N)
- Candidate has - Own transport (Y/N)

**Applicants to join the whatsapp group for notification: <https://chat.whatsapp.com/HrvBhqEfNN04FogFILKWgU>**