

Advaithaa Infra – Job Description

Business Development Manager (BDM)

Department: Corporate Office – Business Development

Reports To: Managing Director / Project Director

Location: Hyderabad (with travel to potential project sites)

Employment Type: Full-time

1. Role Overview

The **Business Development Manager (BDM)** drives Advaithaa Infra's growth strategy by identifying new business opportunities, evaluating land parcels for Joint Development (JD) and Joint Venture (JV) projects, building investor relationships, and supporting expansion in residential plotting and apartment ventures. This strategic role requires coordination with legal, finance, architecture, and design teams to evaluate project feasibility, structure deals, and establish investor partnerships. The BDM is instrumental in building Advaithaa Infra's project pipeline and ensuring sustainable, profitable growth across the Hyderabad real estate market.

2. Key Responsibilities

A. Land Acquisition and Joint Venture Development

- Identify and evaluate potential land parcels suitable for residential, mixed-use, or commercial development.
- Build and maintain relationships with landowners, real estate agents, developers, and institutional stakeholders for JV/JDA opportunities.
- Conduct preliminary and detailed feasibility studies including location analysis, FSI utilization, development potential, and market alignment.
- Assess site constraints, regulatory requirements, and environmental considerations for project viability.
- Coordinate with legal and technical teams for comprehensive due diligence, title verification, and regulatory compliance.

- Prepare and negotiate Memoranda of Understanding (MoU), Term Sheets, and Joint Development Agreements.
- Finalize agreements and coordinate project handover to project development teams.
- Track JDA/JV pipeline and maintain relationship database with landowners and partners.

B. Investor Relations and Project Financing

- Identify and liaise with financial institutions, High Net Worth Individuals (HNIs), institutional investors, and investment partners for project funding.
- Develop relationships with banks, NBFCs, and impact investors aligned with company objectives.
- Prepare comprehensive investment proposals, pitch decks, and financial models in coordination with the finance team.
- Present project details and investment opportunities to potential investors with clarity on returns, risks, and timelines.
- Support ongoing investor relations, transparency in communication, and periodic reporting.
- Assist in structuring investor agreements and ensuring compliance with investment terms.

C. Market Research, Competitive Analysis, and Strategic Planning

- Monitor real estate market trends, pricing benchmarks, competitor activities, and regulatory changes in Hyderabad.
- Conduct competitive analysis of similar projects and product offerings in target locations.
- Analyze demographic data, demand patterns, and market saturation to identify growth opportunities.
- Develop strategic insights for new project launches, positioning strategies, and market entry plans.
- Collaborate with architects, designers, and planning teams to ensure product alignment with market demand and buyer preferences.
- Prepare market research reports and provide data-driven recommendations to management.
- Assess emerging opportunities in new micro-markets and property segments.

D. Project Structuring and Internal Coordination

- Prepare detailed business proposals, corporate presentations, and financial analysis for management and board reviews.
- Work closely with legal, finance, planning, and design teams during project structuring and regulatory approval stages.

- Support preparation of project approvals including HMDA/GHMC clearances, RERA registration, and other statutory requirements.
- Coordinate financial modeling including project cost estimation, revenue projections, profitability analysis, and ROI calculations.
- Assist in developing project implementation timelines and operational roadmaps.
- Maintain comprehensive project documentation and track key milestones.

E. Deal Management and Reporting

- Track and monitor all business development activities, deal progress, and lead conversion.
 - Prepare weekly and monthly reports on market activities, deal pipeline, investor status, and strategic recommendations.
 - Maintain confidentiality regarding deal terms, investor information, and proprietary project details.
 - Document all negotiations, agreements, and correspondence for audit and compliance purposes.
 - Prepare periodic management updates for board meetings and strategic reviews.
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3. Key Skills and Competencies

- **Real Estate Development Expertise:** Deep understanding of real estate development models including JDA, JV structures, outright purchase, and equity partnerships; knowledge of revenue recognition and project economics.
- **Negotiation and Networking:** Excellent negotiation skills with landowners, investors, and strategic partners; strong relationship-building abilities across stakeholder groups.
- **Regulatory and Legal Knowledge:** Comprehensive understanding of property laws, HMDA regulations, RERA compliance, GST implications, and due diligence processes specific to Telangana.
- **Financial Acumen:** Strong ability to analyze project feasibility, understand financial models, calculate IRR/ROI, analyze cash flow projections, and prepare investment thesis.
- **Strategic Planning:** Ability to identify market opportunities, develop go-to-market strategies, and create actionable business plans aligned with company objectives.
- **Communication and Presentation:** Excellent written and verbal communication; ability to present complex information clearly to diverse stakeholders; strong report preparation and drafting skills.
- **Project Management:** Ability to manage multiple deals simultaneously, maintain timelines, coordinate across teams, and ensure successful deal closure and handoff.
- **Market Analysis:** Strong research and analytical skills to interpret market trends, conduct competitive analysis, and provide strategic insights.

- **Confidentiality and Integrity:** Ability to maintain confidentiality of sensitive deal information; ethical approach to business development and relationship management.
 - **Self-Motivation:** Self-driven approach with ability to work independently, manage multiple leads, and maintain persistence in deal pursuit.
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4. Qualifications and Experience

- **Education:** MBA in Real Estate, Finance, Business Management, or equivalent qualification; law degree preferred for understanding agreements and regulatory aspects.
 - **Experience:** Minimum 8–12 years in real estate business development, with proven expertise in:
 - Land acquisition and JDA/JV deal structuring
 - Market analysis and competitive positioning
 - Investor relationship management and financial structuring
 - Project development in residential or mixed-use segments
 - Hyderabad or South India real estate market (highly preferred)
 - **Track Record:** Demonstrated success in closing JDA/JV deals, land acquisitions, or major project initiations; documented deal values and transaction experience.
 - **Technical Skills:** Proficiency in financial modeling tools (Excel, project appraisal software), MS Office applications, and CRM systems; basic familiarity with real estate project management software preferred.
 - **Certifications (Preferred):** Membership with real estate associations (CREDAI), RERA certification, or advanced financial analysis certifications.
 - **Language Skills:** Fluency in English; knowledge of Telugu and Hindi preferred for stakeholder engagement.
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5. Work Conditions and Growth Opportunities

- **Work Schedule:** Monday to Saturday (2nd and 4th Saturday Half days).
- **Location:** Corporate Office, Hyderabad with regular travel to potential project sites, land parcels, and investor meetings.
- **Travel:** Frequent travel required (estimated 30–40% of time) for site visits, investor meetings, and market research.
- **Work Environment:** Fast-paced, dynamic environment requiring proactive problem-solving and strategic thinking.

- **Career Progression:** Eligible for promotion to **Senior Business Development Manager, Head – Business Development**, or **Vice President – Projects** based on performance, deal success, and strategic contributions.
 - **Professional Development:** Opportunity to specialize in real estate finance, project structuring, investor relations, or market expansion as Advaithaa Infra grows across Hyderabad and other regions.
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6. Compensation and Benefits

- **CTC Range:** As per industry norms (negotiable based on experience and track record).
 - **Performance-Linked Incentives:** Significant performance incentives linked to:
 - Successful deal closure (JDA/JV/Land acquisition)
 - Project initiation and approval
 - Investor capital mobilization
 - Revenue achievement from new project launches
 - Deal size and project profitability
 - **Additional Benefits:** Performance bonuses, travel allowance, professional development support, health insurance, and benefits as per company policy.
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7. Personal Attributes and Personality Profile

- Ambitious, visionary, and entrepreneurial mindset with drive to grow the company's footprint.
- Strategic thinker with ability to identify long-term opportunities and translate vision into actionable plans.
- Confident, persuasive communicator with ability to build credibility with diverse stakeholders.
- Persistent and resilient with positive attitude toward challenges and deal setbacks.
- Detail-oriented with strong analytical abilities; comfortable with quantitative analysis and financial complexity.
- Team player with ability to collaborate across departments; strong interpersonal and networking skills.
- Ethical, transparent, and trustworthy in all business dealings and investor interactions.
- Adaptable and flexible to changing market conditions and company strategic priorities.

- Self-motivated with initiative to pursue opportunities independently while maintaining accountability.
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8. Core Values Alignment

Every business development activity at Advaithaa Infra must reflect:

- **Integrity** – Ethical conduct in all negotiations, transparent communication with stakeholders, and honest representation of project viability and investment risks.
- **Commitment** – Dedication to identifying high-quality opportunities, pursuing profitable growth, and ensuring successful project structuring and execution.
- **Growth** – Continuous expansion of market knowledge, investor network, and deal pipeline; proactive contribution to building sustainable, scalable growth for Advaithaa Infra.