***Hey fanatic Marketing and* Business Development *Professionals,***

Luminor Fashion Pvt. Ltd. is a start-up, we are looking for a highly entrepreneurial Business Development Executive (BDE) to build robust relationships with key Distributors & Retailors in fashion industry, driving the brand penetration that will make immediate contributions to this rapidly growing business.

* **Candidate who wish to work with below job profile, would be best suited @ Luminor Fashion Pvt. Ltd.**

Eager to work for tech start up…

All round learning opportunities and not only limited to your department…

You can make the company culture yours…

Maximum growth opportunity…

Ability to better showcase your work to intended audience…

* **Desired candidate profile for Business Development Executive @ Luminor Fashion Pvt. Ltd.**

* Responsible for generating leads, meeting clients, explaining the solution, making presentation to clients, handle negotiation and closure of the deal.
* He will attend trade shows, assess new opportunities, analyse trends and identify opportunities to improve assortment strategies that increase revenue.
* Travelling to onsite inspections and project managing events.
* To Sell Corporate Gifting Products i.e. Gift Vouchers, Gift Cards, E-Gift Vouchers etc. to B2B/ Corporates.
* He will manage the on-boarding process of all new channels, managing terms and contract negotiations with all new partners.
* Self-motivated and highly entrepreneurial, with a passion for translating fashion trends into impactful business opportunities.
* He should have demonstrated ability to influence at all levels of an organization, coupled with a broad track record of successful high-level negotiations.
* Provide pre-sales support to scope, create, and drive proposals, and business cases
* The successful candidate will also be an effective leader and communicator, whose intellectual curiosity drives new ideas, innovation and process improvement.

Our team culture is both collaborative and self-motivated, with significant rewards given to team members who think big, deliver efficiencies, and improve customer experience.

***Are you up for the challenge?***

**Basic Qualifications**

- MBA (preferred), or Graduate (Preferred from fashion or textile industry).

- 2+ years of business development experience preferably in Fashion retail and distribution.

- Experience in verbal and written communication and presentations

- Experience in using influencing and negotiation skills

**Preferred additional Qualifications**

- Ability to manage travel

- Experience interacting with luxury brands or corporate sales

- Previous experience in same industry is a plus

- Experience with process improvement processes

- Experience managing direct reports