

Company :

Pyramid E&C

Company Name :

Pyramid E&C

Nature Of Business :

EPC

Designation :

Business Development - GET

Tentative Job Location :

Thane

Essential Skills:
<ul style="list-style-type: none"> Knowledge of Oil & Gas. Petrochemicals, Chemicals business Good Communication in English (Written & Spoken), High level of analytical skills Ability to create presentations and set up meetings with clients Experience in Dealing with the decision makers and other critical personnel at various client organizations and focus efforts to obtain new work and generation of new inquiries for the business Hands on with MS office and other software, use of professional networking sites like LinkedIn. knowledge of digital marketing will be an advantage.
Responsibilities
Description :
<ul style="list-style-type: none"> Identify business opportunities for the company's offerings of EPC & EPCM Services to Oil & Gas, Petrochemicals and Chemicals (Bio-Chemicals) Business Verticals and further, assist sales team in all phases of the selling process in the Global Four Regions (Americas, MENA, Europe, Asia Pacific). Gather and analyse market intelligence for new projects and opportunities in the Oil& Gas, Petrochemicals and Chemicals market. Manage & provide direct technical input to customer RFXs; preparing techno-commercial proposals to be submitted to the clients before deadlines. Work with Account Managers/ Front End Sales to identify/qualify customer & prospect opportunities & define requirements To ensure that the enquiries are screened and to determine a sales strategy, risk identification, profit potential and analysis. Ensure liaison with other departments as appropriate in relation to proposals, projects, legal, financing, tax, or any other issues. Maintain contact and open communication with both internal and external customers to assist with future needs; Active participation in tender submissions Preparation of technical sales materials including collateral, quotations, timelines, project plans and solution proposals Attending Conferences and Meeting Experts to Get To Know On The Current Product Trends / Updates In The Market (If required) Responsible for Customer Visit, Tradeshow Conference, and presentation (Whenever required.) Responsible for Follow-Up, References, Proposal Development.

	Program	AE	BS	BE	CE	CHE	CSE	EE	ES	ME	MSE	PHY	CHM	MTH	ECO	DES	IME	CGS	HSS	EEM	MSP	NET	PSE	Stats
	BT	No	No		No	Yes	No	No	--	No	No	--	--	--	--	--	--	--	--	--	--	--	--	--
	BS	--	--		--	--	--	--	No	--	--	No	No	No	No	--	--	--	--	--	--	--	--	--
	MT	No	No		No	Yes	No	No	No	No	No	--	--	--	--	--	No	--	--	No	No	No	No	--
	DoubleMajor	No	No		No	Yes	No	No	--	No	No	No	No	No	No	--	--	--	--	--	--	--	--	--
	dual	No	No		No	No	No	No	No	No	No	No	No	No	No	--	--	--	--	--	--	--	--	--
Eligibility :	dualB	No	No		No	No	No	No	--	No	No	No	No	No	No	--	No	--	--	No	--	No	No	--
	dualC	No	No		No	No	No	No	No	No	No	No	No	No	No	No	No	--	--	--	--	--	--	--
	Mdes	--	--		--	--	--	--	--	--	--	--	--	--	--	No	--	--	--	--	--	--	--	--
	MBA	--	--		--	--	--	--	--	--	--	--	--	--	--	--	No	--	--	--	--	--	--	--

