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|--------------------------|-------------------------------------|--------------------------------|------------------|
| <b>Job Title:</b>        | <b>Business Development / Sales</b> | <b>Min. Yrs of Experience:</b> | <b>12 months</b> |
| <b>Department/Group:</b> | <b>Sales</b>                        |                                |                  |
| <b>Location:</b>         | <b>Mumbai</b>                       | <b>Travel Required:</b>        | <b>Yes</b>       |
| <b>Salary p.a.</b>       |                                     | <b>Qualification:</b>          | <b>Graduate</b>  |

#### Job Description

#### Company Profile:

**NexG Apparels LLP**, an ISO 9001:2015 Certified Company, marks its inception with the ideal blend of the vision of the next generation & the vast experience of over four decades of the senior generation. We at NexG specialize in manufacturing protective clothing and bespoke safety apparels designed to meet your safety needs under the most extreme work environments.

NexG is relentlessly engaged in providing highly competent products, tried and tested to withstand the most challenging working environments under the most perilous situations. Apart from our existing wide range of safety products, we provide innovative solutions as per the clients' customized requirements, with our special engineered products, produced in accordance to stringent quality control policies. The products offered by NexG Apparels LLP meet the stringent international norms for Personal Protective Equipment's (PPE) and the garments are CE certified as well. In addition, some products are also tested and certified as per the various NFPA / ASTM norms.

#### JOB DESCRIPTION:

- Identify potential clients in the target market and complete appropriate research on the prospective client's business and needs
- Develop relationships with prospective clients, while maintaining existing client relationships
- Negotiate contract terms with clients and communicate terms to stakeholders
- Collaborate with merchandiser and production teams to ensure contracted product specifications are executed on-time and as agreed
- Become a subject matter expert on our business products, processes and operations.

#### KNOWLEDGE, SKILLS, ABILITIES:

- Proven track record in business sales or related market (preferred from same industry).
- Superior presentation and communication skills, both written and verbal
- Technical skills required to understand and propose products by focusing on client requirements.
- Excellent organizational skills, with emphasis on priorities

Interested candidates can please share their resumes at [hr@nexgapparels.com](mailto:hr@nexgapparels.com)

**Last Updated By:**

**15.01.2021**