



## Business Development Manager - Corporate

### Key Duties & Responsibilities

- Development of the corporate business/ client portfolio of the hospital.
- Responsible for the development and achievement of key account sales by maximizing revenue.
- Focusing on growing and developing existing clients, while generating new business.
- Promoting and presenting the range of services offered to existing & new potential clients.
- Development of long term relationships with key clients in order to ensure long term sustainable growth.
- Responsible for carrying out marketing/ promotional activities aligned to the overall business plans of the organization.
- Gather market intelligence to make informed business decisions.
- Manage and motivate the business development team.

### Ideal Candidate Should Possess

- Degree/ Diploma in Marketing or full / part qualification in CIM / SLIM.
- Minimum 05 years experience in Business Development field or similar capacity.
- Previous experience in Healthcare / Laboratory field will be an added advantage.
- Should be dynamic, self-motivated and have a proven track record of being result oriented.
- Should possess excellent interpersonal & communication skills.
- Should be a good team player.

We are on the lookout for **motivated, competent and result oriented individuals** to join our team