

## Job Title: **Business Development Executive (BDE)**

Location: **Hyderabad**

### **Role Overview:**

Do you excel at building trust and fostering meaningful connections? At Carbolink India Private Limited, we're seeking a Business Development Executive who can shape relationships, identify opportunities, and drive our growth in the construction chemical industry. As a vital part of our team, you'll champion our B2B initiatives, focusing on maintaining client trust, generating leads, and increasing orders for our diverse product range. If you're ready to make an impact, we'd love to have you on board!

### **Your Mission:**

As a Business Development Executive at Carbolink, your goal is to forge and sustain trust-based relationships with clients while uncovering new business opportunities. You'll be the bridge between our innovative solutions and our valued customers, ensuring a seamless journey from lead generation to order fulfillment.

### **Key Responsibilities:**

- **Client Relationship Management:** Build and maintain strong, long-term relationships with B2B clients, ensuring trust and satisfaction are at the core of every interaction.
- **Lead Generation:** Proactively identify and engage potential clients to expand Carbolink's reach in the market.
- **Order Growth:** Drive sales by presenting Carbolink's products and solutions, translating leads into confirmed orders.
- **Brand Advocacy:** Act as a trusted representative of Carbolink, showcasing the value of our construction chemicals with enthusiasm and expertise.
- **Strategic Execution:** Develop and execute sales strategies that align with business goals, contributing to overall revenue growth.
- **Market Insight:** Stay ahead by analyzing market trends, client needs, and competitor activities to identify new opportunities.
- **Collaboration:** Work closely with internal teams to ensure a smooth client experience, from project initiation to completion.

### **What You Bring to the Table:**

- **Experience:** A minimum of 5+ years in the construction chemical manufacturing industry, with a proven track record in business development and client relations.
- **Skills:** Exceptional negotiation, persuasion, and communication skills to build trust and close deals.
- **Customer Focus:** Strong expertise in account management with a customer-first approach.
- **Qualifications:** A bachelor's degree in Business Administration, Marketing, or a related field.
- **Insightful Mindset:** Ability to understand client needs, solve problems, and make strategic decisions.
- **Adaptability:** Comfortable managing multiple tasks and priorities in a dynamic, fast-paced environment.
- **Travel-Ready:** Willingness to travel for client meetings and site visits.

## Why You'll Love It Here:

- **Build Trust:** Join a company that values relationships and trust as the foundation of its success.
- **Innovate:** Be part of a team driving innovation in the construction chemical industry.
- **Achieve Growth:** Enjoy competitive compensation with performance-based rewards.
- **Create Impact:** Your contributions will directly shape Carbolink's success and market presence.

## About Carbolink:

Carbolink India Private Limited, with over two decades of expertise, delivers innovative solutions in the construction chemical industry. With 350+ products and a commitment to "Trusted Solutions, Proven Performance", we empower industries worldwide.

## Join Us

Ready to take the lead and make an impact?

Become a part of Carbolink and build lasting relationships that drive our growth.

**mail your resume to [info@carbolinkindia.com](mailto:info@carbolinkindia.com)**

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