

Job Description – Sales / Business Development Executive

Position: Sales / Business Development Executive

Department: Sales & Marketing

Company: Dynovo Global Solutions Pvt. Ltd.

Industry: Industrial Machinery & Automation

About Dynovo Global Solutions Pvt. Ltd.

Dynovo Global Solutions Pvt. Ltd. is a manufacturer of Special Purpose Machinery and Equipment serving the sanitaryware and ceramic industries since 2016. Leveraging strong expertise in automation technology, we deliver innovative, reliable, and customer-focused industrial solutions. Our commitment to precision engineering, quality, and continuous improvement has helped us build long-term relationships with clients. As part of our growth strategy, Dynovo is actively exploring robotics and smart manufacturing technologies to provide future-ready solutions for diverse industrial applications.

Job Summary

We are looking for a passionate and result-driven **Sales/Business Development Executive** to drive B2B business growth by identifying new opportunities and developing strong client relationships. The candidate will be responsible for lead generation, client acquisition, sales presentations, proposal preparation, and deal closure while working closely with industrial clients, manufacturers, and factories.

Key Responsibilities

- Identify and generate new business opportunities through market research, cold calling, networking, email campaigns, and field visits.
- Build and maintain relationships with industrial clients, manufacturers, factories, and decision-makers.
- Present company products and solutions to prospective customers and understand their requirements.
- Follow up on inquiries and leads to maximize conversion opportunities.
- Prepare and submit quotations, proposals, and commercial offers.
- Negotiate pricing, terms, and contracts to close sales successfully.
- Coordinate with engineering, production, and management teams to ensure customer satisfaction and timely project execution.

- Maintain accurate sales records, customer databases, and activity reports.
 - Monitor market trends, competitor activities, and emerging opportunities.
 - Achieve monthly, quarterly, and annual sales targets.
 - Develop and maintain long-term customer relationships to generate repeat business.
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Required Qualifications

- Bachelor's degree in Business Administration, Marketing, Engineering, or a related field.
 - 1–3 years of experience in B2B sales, business development, or industrial product sales.
 - Freshers with strong communication and sales aptitude may also be considered.
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Required Skills

- Excellent communication and interpersonal skills.
 - Strong negotiation and convincing abilities.
 - Ability to generate leads and convert prospects into customers.
 - Proficiency in MS Office (Excel, Word, PowerPoint).
 - Strong presentation and proposal preparation skills.
 - Self-motivated, target-oriented, and proactive approach.
 - Ability to work independently and as part of a team.
 - Willingness to travel for client meetings and business development activities.
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Preferred Experience

- Experience in industrial machinery, automation, engineering products, or manufacturing solutions.
- Knowledge of sanitaryware, ceramic, or industrial manufacturing sectors will be an added advantage.

What We Offer:

- Opportunities for professional growth and development.
- A supportive and collaborative work environment.
- We value talent and offer competitive salary aligned with individual capabilities.

If you have got the Drive, we have got the Platform, **Apply Now!!!**