

KEY ACCOUNT MANAGER-BUSINESS DEVELOPMENT PLANT ENGINEERING (OIL & GAS)

JOB DESCRIPTION

- Develop engineering business in Oil & Gas/Power.
- Assisting with business proposals, tender responses, presentation; demonstration of company expertise to prospective customers and discussions with them at all stages from Lead to PO.
- Generate funnel and leads from personal and existing contacts in Oil & Gas/Power companies.
- Develop business strategies for assigned region(s).
- Develop inter personal relationship with existing and potential customers.
- Ensure increased business from existing customers.

PROFESSIONAL QUALIFICATION

- BE/MBA

EXPERIENCE

10 years relevant experience

DESIRED SKILLS

- Has worked for a major design/ engineering companies in capacity of a Manager BD/Marketing
- Must have exposure to international BD, preferably thru international deputation, else international BD while being in India.
- Has domain and business knowledge of Oil & Gas/ Power industry.
- Has knowledge of the activities of all disciplines of engineering services of Oil & Gas/Power industry.
- Has a good track record in previous capacities as a BD/Marketing manager.
- Excellent English language skills both verbal and written.
- Excellent presentation and demonstration skill.