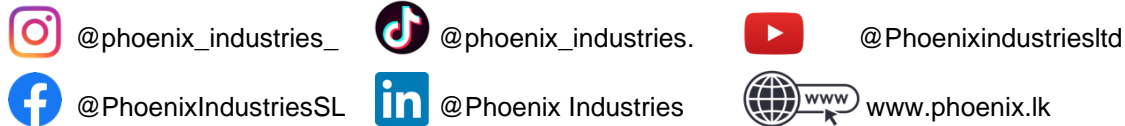


Phoenix Industries – Business Development Manager

Imagine what **YOU** could do here! At Phoenix, great ideas have a way of becoming great products, services, and customer experiences very quickly. Bring passion and dedication to your job and there's no telling what you could accomplish.

Company Profile:



The role

As a Business Development Manager, you are responsible for the raw material segment and driving business growth end-to-end. You should be extremely focused on coordinating activities with a diverse range of individuals and departments to reach common goals. You are required to develop a network of contacts to attract new clients, research new market opportunities, and oversee growth projects, making sales projections and forecasting revenue in line with projected income.

Key Responsibilities

- Identifying opportunities for new business development through following up on leads and conducting research on target clients.
- Building strong relationships with the existing portfolio of clients.
- Increasing the value of current customers while attracting new ones.
- Ensuring all leads are well qualified by identifying the correct decision makers and understanding their requirements.
- Planning and overseeing new marketing initiatives.
- Researching organizations and individuals to find new opportunities.
- Finding and developing new markets and improving sales.
- Attending conferences, meetings, and industry events locally and internationally.
- Developing quotes and proposals for clients.
- Developing goals for the development team and business growth and ensuring they are met.

Requirements

- Bachelor's degree in business, supply chain, marketing or related field.
- 3+ years of experience in procurement, supply chain management, or related field.
- Strong communication skills and IT fluency.
- Ability to manage complex projects and multi-task.
- Excellent organizational skills.
- Ability to flourish with minimal guidance, be proactive, and handle uncertainty.

If interested, please send your resume, and cover letter to careers@phoenix.lk

