



Job Title: Business Development Manager

Location: Bengaluru, Karnataka, India

Company: Quantumzyme

About Us: Quantumzyme is a leading company in the field of biocatalysis, leveraging cutting-edge technology to provide sustainable and efficient solutions for the chemical, pharmaceutical, and other manufacturing industries. Our mission is to revolutionize the way chemicals are produced, making processes greener and more cost-effective.

Job Description:

Position Overview: We are seeking a highly motivated and experienced Business Development Manager to join our team. The ideal candidate will have a strong background in chemistry or chemical engineering and a proven track record in business development. This role is crucial for driving the growth of our company by identifying new business opportunities, building relationships with potential clients, and promoting our innovative solutions.

Key Responsibilities:

- Identify and develop new business opportunities in the chemical industry.
- Build and maintain strong relationships with new and existing clients.
- Develop and implement strategic plans to achieve sales targets and expand our customer base.
- Conduct market research to identify trends and opportunities.
- Collaborate with the technical team to understand and promote our products and services.
- Prepare and deliver presentations and proposals to potential clients.
- Negotiate contracts and close deals to achieve business objectives.
- Attend industry conferences and events to network and stay updated on market trends.

Qualifications:

- Master's or PhD in Chemistry or Chemical Engineering.
- 2-6 years of experience in business development, preferably in the chemical or related industry.
- Strong understanding of the chemical industry and market dynamics.
- Experience with prompt engineering and AI-driven solutions.
- Excellent communication, negotiation, and presentation skills.
- Proven ability to build and maintain relationships with clients.
- Self-motivated, goal-oriented, and able to work independently.
- Proficiency in MS Office and CRM software.

**What We Offer:**

- Competitive salary and performance-based incentives.
- Opportunity to work with a dynamic and innovative team.
- Professional development and growth opportunities.
- International travel and exposure to global markets and clients.
- A collaborative and inclusive work environment.

How to Apply: Interested candidates are invited to send their resume to rakshitha.shettar@quantumzyme.com