https://www.rojgargroup.com/tech-jobs/business-development-manager-32/

Business Development Manager

Hiring organization
Rojgar Group

Employment Type
Full-time

Qualifications
Graduate any

Experience
Minimum of 1 year of experience in **field sales**, particularly in selling products or services directly to customers.

Contacts
Email- hr@rojgargroup.com

contact no- 7876212244/ 8221901204

Date posted
October 12, 2024

Description

Are you passionate about making healthcare more affordable and accessible? Become a part of our mission to revolutionize healthcare by selling our comprehensive Health Plans, which combine discounted medical services with Health Insurance, offering unmatched benefits to our customers.

Who We Are:

we make healthcare more affordable by offering highly discounted day-to-day medical services (like treatment for common ailments such as cough, headache, etc.) through our medical centers, along with health insurance that covers larger expenses, like hospitalizations. Our plans provide more value than traditional insurance, all at 20-40% lower costs—making us a HIT among our customers.

Responsibilities

As a Business Development Manager , you'll play a vital role in expanding our customer base. Here's what the role involves:

- You'll be part of our **Field Sales Team**, responsible for selling our health plans.
- Start with **7 days of classroom training** and **21 days of on-the-job training** to understand our product and services thoroughly.
- Once trained, you'll be assigned a specific **territory** to manage and will have a **monthly sales target** to achieve.
- This role is on the **company payroll**, ensuring you are a permanent team member.

Skills

Strong verbal communication in both **Kannada** and **English**.

Ability to clearly explain the benefits of health plans and insurance to potential customers.

Customer Relationship Management,

Negotiation Skills