



Company Name : Lsquare Eco-products Pvt. Ltd.

Profile: Manager – Asst. Manager – Business Development

USP of the Company:

- **We are India's best-known paper Honeycomb company.**
- **Known for our customer service and product quality.**
- **Having completed proof of concept and sustainability of operations, Lsquare is poised to grow 10X in the next five years.**
- **ISO 9001 certified**

Work Culture:

- **A young company - Average age of employees in the mid-30s.**
- **Service excellence company with an employee first approach from top management.**
- **Delivery, Reliability, quality and continuous improvement are the key parameters to drive and measure performance on a day-to day basis.**

Number of Employees/Headcount: 40+

Website: www.honecore.com

Industry: Paperboard and industrial packaging

Point of Contact for Profiles/Email ID: Mr. Pradeesh Sreedharan, pradeesh@honecore.com

Number of positions Open: 01

Profiles from other locations: Not preferred unless the candidate is keen to relocate to Bangalore.

Is this position new or replacement: Replacement

How long is this position open: 1 month

Mandatory Skills Set:

- **Experience with lead generation and prospect management**
- **Analytical ability and time-management skills**
- **Presentation skills**
- **Possesses an energetic, outgoing, and friendly demeanor**
- **Proficient in MS office**
- **Service oriented**
- **Networking and communication skills**
- **Demonstrated and proven sales results**
- **Ability to work independently or as an active member of a team**



Good to have:

- From paper board industry
- Prior experience with manufacturing industry.

Functional Area: Business Development

Job Title / Designation: Asst. Manager – Business Development

Job Description:

- Day to Day interactions with customer and sales planning

Key functions & Roles of the Candidate:

- Maintain fruitful relationships with customers and address their needs effectively.
- Oversee the sales process to find new customers.
- Research and identify new market opportunities.
- Maintaining a pipeline of all sales administration using CRM software.
- Collaborating with management on sales goals, planning, and forecasting; maintaining short- and long-term business development plans.
- Payment collection.
- Liaison with cross functional teams for prioritizing orders and deliveries.

Minimum/Maximum/ Work Experience Required: Min. 1.5-2 years in current role with a maximum of 3 years in current role in a Business development profile.

Annual CTC: As per industry standards and experience

Location(s) of Job: Pune

Minimum Education Requirements: Diploma / Graduate in Engineering background.

No of rounds of Interviews: 02

Work Timings / Working Days: 9:00am to 6:00pm

Travel & Allowance: TA and DA as per company policy for work related travel only.

Relocation & Reimbursement: NA