



**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](http://www.honecore.com)**

**Industry: Paperboard and industrial packaging**

**Point of Contact for Profiles/Email ID: Mr. Pradeesh Sreedharan, [pradeesh@honecore.com](mailto: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: Peenya industrial area, Bangalore**

**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**