

Date: 17th August 2021

Place: Mangalore

WE ARE HIRING!

Business Development Manager

We offer Job security, great benefits, first hand industrial experience and a chance to live close to the sea!

We are a growing manufacturing company based in Dakshina Kannada, head office in Mangalore that offers its employees to work in industrial sectors related to manufacturing and sales.

About the Company: Oshima Systems Private Limited is currently a manufacturing company that has 27+ years of industrial experience.

Our company has two units, the head office is situated in Mangalore, Karnataka, where we manufacture rutile based welding electrodes used in manual metal arc welding. A second unit which is situated in Puttur, Karnataka manufactures tubular lead acid batteries for UPS and solar applications.

As our tagline suggests, we believe in taking excellence to a new high and thus delivering the best to our customers. We are an ethical company that believe in providing the best to our employees, customers and the environment; which is demonstrated by a structure with great employee benefits, excellent customer satisfaction rating and installation of solar panels that constitute to 50% of the company's total energy requirement.

The Position: We're looking for a Business Development Manager. The individual will directly report to the board of directors. The position is open with immediate effect.

Requirements:

- We are looking to hire an MBA graduate preferably with 2 years of experience in Marketing.
- We need market expansion and also need to improve our current market demand in existing locations
- Individual must have a passion for marketing, have an open mind, have a learning mindset, be ready to travel and be open to field work as required, for example to conduct market surveys in new locations.

- Must have excellent social, communication, writing and presentation skills to attract new customers.
- Must be capable of generating and implementing new ideas/strategies to improve market awareness
- Must be open to collect customer feedback and communicate to operations for any additional improvements.
- Must be capable of developing and handling a team as per company's requirement in future, if required.
- Preference will be provided for individuals who have good skills in analyzing data and current market trends

Responsibilities:

- Developing a new customer/dealership base in unexplored and new areas
- Improving market awareness in existing areas; for example, Bangalore
- Improving sales of our tubular batteries.
- Improving sales of "Oshima Specials"; special electrodes used for stainless steel and cast Iron fabrications, ISI marked products
- Communicate customer requirements to sales and operations as and when necessary.

The Location: Oshima Systems Private Limited is based in Mangalore, Karnataka. It is situated in the industrial area in Mangalore. Mangalore is a great place to live because of its efficient public transportation networks; is family friendly with lower crime rates as compared to other metropolitan cities; has easy access to malls, theatres because of its size and reduced travelling time; is famous for its coastal cuisine and its close proximity to the sea. However, because of the job requirement, there will be a lot of travelling involved.

Why Should You Apply?

- We offer employee benefits with competitive pay including, but not limited, to house rent allowance, fuel and travel allowances, incentive schemes, loan schemes etc.
- We also offer first hand industrial experience in marketing and sales of our excellent products
- We are open to any ideas that may require additional funds to market our products. Lot of freedom to operate and execute his/her own ideas as long as it is in compliance with company's policies and ethics

Interested candidates can send your resumes to operations@oshimasystems.com or ed@oshimasystems.com