**Business Development Manager**

**Location : Delhi NCR**

**Experience : 8-18 years**

**About Our Client**

Our client is part of a global enterprise with world leading product offerings and system solutions. The company has collective divisions, all of which focused on defense.

**Job Description**

The Sales Manager - Defense will:

* Manage existing relationships with various defense, partners and military customers.
* Identify new opportunities and projects within the defense communities.
* Foster and enhance channel relationships to better overall effectiveness and customer experience.
* Engage effectively with specialist military/Defense communities/ agencies, to understand user interface and operational advantages.
* Secure win and manage large £ million plus bids, orders and projects
* Deliver profitable revenue and growth to the defense vertical
* Technical background in Electronics or from a technical arm within the forces
* Understand the Defense collectives and domains in which surround this across Land, Air and Sea

**The Successful Applicant**

The Sales Manager - Defense will have:

* Proven success in delivering their quota in a Defense sales position.
* Proven track record in managing significant levels of business.
* Proven track record in relationship development of Defense and/or GOV/MOD customers
* Ideally sold systems
* Ability to create, develop and execute sales strategies.
* Ability to operate at high-level with clients.
* Passionate about the business and its success.