

Job description:**Business Development:**

- Identify and pursue new business opportunities within the fabric industry.
- Conduct market research to understand industry trends, customer needs, and competitor activities.
- Develop and implement strategic plans to expand the customer base.

Client Relationship Management:

- Build and maintain strong relationships with existing clients.
- Address client inquiries, concerns, and provide timely and effective solutions.
- Collaborate with clients to understand their fabric requirements and offer tailored solutions.

Sales and Revenue Generation:

- Achieve and exceed sales targets by actively promoting fabric products.
- Develop and deliver persuasive sales presentations to potential clients.
- Negotiate pricing and contract terms to secure profitable agreements.

Product Knowledge:

- Stay informed about the latest trends and innovations in the fabric industry.
- Provide clients with detailed information about the company's fabric products, including features and benefits.

Collaboration:

- Work closely with internal teams such as production, logistics, and customer service to ensure seamless order fulfillment.
- Collaborate with marketing teams to develop promotional materials and campaigns.

Reporting and Analysis:

- Prepare and submit regular sales reports, highlighting achievements, challenges, and opportunities.
- Analyze market trends, customer feedback, and sales data to identify areas for improvement.

Job Types: Full-time, Permanent

Experience: 1 year (Preferred)