



## Job Title: Business Development Manager – Construction Equipment & Solutions

**Location:** Navi Mumbai

**Department:** Sales & Business Development

**Reporting To:** Head – Sales & Operations / Director

**Employment Type:** Full-Time

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### About the Role

We are looking for a highly motivated and technically savvy **Business Development Manager** to drive sales growth and client engagement across our construction equipment portfolio. The role covers **new and pre-owned tower cranes and hoists, retractable loading platforms, safety systems (anti-collision devices, load cells), and genuine spare parts.**

You'll play a crucial role in **initiating first client contact**, managing the **sales cycle from quotation to negotiation and closure**, and ensuring **follow-ups for after-sales support and payments.**

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### Key Responsibilities

- Develop and execute sales strategies for:
    - **Tower cranes & construction hoists** (new & pre-owned)
    - **Retractable loading platforms**
    - **Hoist and crane spare parts**
    - **Anti-collision systems and load monitoring sensors**
  - Identify potential customers in the **RCC construction, infrastructure, and rental** segments.
  - Conduct **initial outreach, meetings, and product presentations.**
  - Prepare and share **technical-commercial quotations**, ensuring timely follow-ups and revisions.
  - Lead **price discussions and negotiations** until final deal closure.
  - Coordinate with internal teams for **order execution, delivery, and installation.**
  - Monitor **customer satisfaction** and manage **long-term relationships.**
  - Ensure **timely payment collection** and manage account reconciliation if needed.
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### Qualifications & Experience

- Bachelor's degree in **Engineering (Mechanical/Civil), Construction Management, or Business Management.**
- **3–5 years** of B2B & B2C sales or business development experience in **construction equipment, machinery, or industrial products.**
- Strong understanding of tower cranes, hoists, and related construction technologies.


- Excellent **communication, negotiation, and client-handling** skills.
  - Working knowledge of **CRM tools, Excel, and quotation systems**.
  - Proactive, self-driven, and capable of managing sales targets independently.
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### Nice to Have

- Experience in the **buying/selling of pre-owned equipment**.
  - Familiarity with **construction site operations** and **safety compliance technologies**.
  - Network within **developers, contractors, or infrastructure EPCs**.
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### Why Join Us?

- Opportunity to lead sales for **cutting-edge construction solutions** in a growing market.
  - Be part of a dynamic, customer-focused team committed to innovation and value.
  - Attractive incentive structure and growth opportunities.
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 **To Apply:** Send your resume to [kanchan@mectecvspl.com](mailto:kanchan@mectecvspl.com) or apply via website [www.mectecvspl.com](http://www.mectecvspl.com).