Perch Technologies Private Limited
Kanakia Wall Street, Ground Floor
'B' Wing, DBS Business Centre,
Chakala, Andheri -Kurla Road,
Andheri (E). Mumbai 400093
Website: www.perchtechnologies.com

PERCH
Simply Seamless

Business Development Manager

Location: Mumbai
Experience: 4 to 10 years
Industry: System Integration / IT Hardware / AV / Networking / IT Solutions
Employment Type: Full-time

Job Summary:

We are seeking a proactive Business Development Manager (BDM) to drive growth in IT hardware, networking, AV solutions, and enterprise IT infrastructure. The ideal candidate will have a strong background in B2B sales, client acquisition, and strategic partnerships, with a focus on system integration solutions for corporate and enterprise clients.

Key Responsibilities:

Business Development & Lead Generation

- Identify and develop new business opportunities in IT hardware, networking, AV, and video conferencing solutions.
- Build relationships with corporate clients and technology partners.
- Generate and qualify leads through networking, cold calling, industry events, and digital marketing.
- Develop and execute sales strategies and market penetration plans.

Client & Account Management

- Manage the entire sales cycle from prospecting to closing deals.
- Conduct client meetings, solution presentations, and product demonstrations.
- Work with the technical and pre-sales teams to provide customized solutions.
- Ensure high levels of customer satisfaction and long-term business relationships.

Sales Strategy & Revenue Growth

- Achieve and exceed revenue targets and business growth objectives.
- Monitor market trends, competitor activities, and industry developments.
- Collaborate with internal teams to optimize sales processes and enhance offerings.
- Prepare sales proposals, RFP responses, and business presentations.

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Partnerships & Vendor Relations

- Establish and maintain strong relationships with OEMs, distributors, and technology partners.
- Negotiate pricing, service agreements, and collaboration terms with vendors.
- Stay updated on the latest IT hardware, AV, networking, and cloud solutions.

Qualifications & Skills:

- 4+ years of experience in business development, sales, or key account management.
- B.Com/ MBA or equivalent degree in Sales, Marketing, or Business Administration is a plus.
- Proven track record in IT hardware, networking, AV, or system integration solutions sales.
- Strong knowledge of enterprise IT infrastructure, end to end networking.
- Excellent communication, negotiation, and presentation skills.
- Ability to build strategic partnerships and manage complex sales cycles.
- Proficiency in CRM tools, Microsoft Office, and sales analytics software.
- Language knowing – English, Hindi, Marathi

Preferred Qualifications:

- Experience in System Integration, IT Distribution, or Enterprise Sales.
- Certifications in Sales, IT Solutions, or Vendor-specific programs (Cisco, Microsoft, HP, Dell, Lenovo, etc.).