

Marconix Sales Solutions Private Limited

<https://marconix.in/job/business-development-manager-field-sales/>

Business Development Manager – Field Sales

Description

We are looking for energetic and target-driven Business Development Managers to onboard sellers and buyers for the ConstructCo platform. The role requires field visits, lead generation, relationship management, product demonstrations, and converting prospects into active users.

Key Responsibilities

- Identify and approach potential sellers, contractors, suppliers, and buyers.
- Conduct meetings, presentations, and platform demonstrations.
- Onboard and activate new users on the ConstructCo platform.
- Build strong relationships with customers and generate repeat business.
- Achieve monthly onboarding and conversion targets.
- Maintain daily visit reports and update CRM regularly.
- Follow up with prospects and drive closures.
- Collect market intelligence and competitor insights.

Requirements

- 6month–2 years of experience in Field Sales or Business Development.
- Experience in Construction, Building Materials, Real Estate, B2B Sales, Marketplace, or SaaS sales is preferred.
- Good communication, negotiation, and presentation skills.
- Own two-wheeler and willingness to travel extensively within the city.
- Basic knowledge of Excel and CRM tools.

Salary

Up to ₹25,000/- per month + Variables + Allowance + Attractive Incentives.

Hiring organization

Marconix Sales Solution Private Limited

Employment Type

Full-time

Job Location

Bengaluru, Bengaluru, Karnataka, India

Date posted

September 25, 2026