

## **JD FOR BUSINESS SALES**

**Job Title** : Business Head – Steel

**Location** : Noida

### **Job Summary:**

The Business Head for the Steel Scaffolding Division will be responsible for leading, developing, and expanding the business operations across India and international markets. This role involves driving sales, managing production and operations, ensuring quality standards, and building strong client relationships. The ideal candidate will have proven experience in scaffolding, formwork, or related construction materials industries.

### **Key Responsibilities:**

#### **1. Business Strategy & Leadership**

- Develop and execute strategic plans to achieve business growth, profitability, and market share.
- Identify new business opportunities, markets, and partnerships.
- Establish annual budgets, sales forecasts, and performance metrics.
- Lead and mentor cross-functional teams (sales, production, logistics, and accounts).

#### **2. Sales & Marketing Management**

- Build and manage a nationwide dealer/distributor network.
- Oversee project sales to EPC companies, contractors, and infrastructure clients.
- Ensure consistent sales pipeline and achievement of revenue targets.
- Manage pricing strategies, quotations, and tender participation.

#### **3. Operations & Production Oversight**

- Coordinate with the manufacturing unit to ensure timely production and delivery.
- Monitor inventory, procurement, and supply chain efficiency.
- Ensure adherence to quality, safety, and compliance standards.

#### **4. Client Relationship Management**

- Maintain strong relationships with key clients and partners.
- Handle negotiations, contracts, and long-term business agreements.

- Ensure high levels of customer satisfaction and retention.

## **5. Financial & Performance Management**

- Monitor P&L, cost optimization, and working capital management.
- Prepare regular reports for management review.
- Drive operational efficiency and profitability

## **6. Quotation making.**

## **7. Face to face meet-up** with on-site Contractor and other associate member from client side.

### **Requirements:**

- Education: Bachelor's degree in Engineering, Science, or a related field or MBA (Sales / Operations)
- Experience: 4+ years of experience in Contractor & Dealer of Construction and Commercial Site preferably in the manufacturing sector.
- Skills : Interpersonal, approach to corporate clients and problem-solving skills
- Good communication written and verbal
- Presentable
- Travel : Willingness to travel frequently to customer locations.
- Must have two wheeler or Four wheeler

### **Company:**

MSafe Group is a renowned Aluminium scaffolding Sale, Rent & Manufacturer in India established in 2019. We provide customized work-at-height solutions. Msafe have its corporate office at Noida Sector 15 Metro Station, C-108, Ground Floor, Sector 2, Noida, Gautam Buddha Nagar, Uttar Pradesh, 201301 and Manufacturing Unit (Total 03 Nos.) at Kasna, Greater NOIDA, Uttar Pradesh and Company is having Yards & regional Sales offices at 16 locations in India.

Know more about us just click on the below website link.

**Website :** [www.msafegroup.com](http://www.msafegroup.com)