

Job Description: BDM – Returnable Packaging

Role: Manager - Business Development

Location: Pune and Chennai

Experience: 5-10 years in packaging industry

Industry: Returnable supply chain packaging solutions

Salary: 8-10 LPA

Qualification: Graduate/MBA

No. of Opening: 2 (*One candidate for each location*)

Company Description:

Holisol was founded in 2009 with a focus to become an end-to-end supply chain management company. Today, after 15 years, Holisol offers tech-enabled end-to-end supply chain logistics platform. Our solutions include multichannel fulfillment for B2B and B2C retail, integrated packaging and logistics and returnable solutions for auto components, agriculture, and heavy engineering industry.

Job Description:

An experienced professional having more than 5 years of experience in designing and developing returnable packaging solutions for AUTO industry customers (Returnable & Non-Returnable Packing in Pune and Chennai).

Key Responsibilities:

1. Generating leads and lane expansion projects and closing off deals to generate revenue
2. Management of major accounts and sales processes to deliver revenue growth
3. Delivery & implementation of effective communications and presentations to the Automotive market players to promote Holisol managed reusable and returnable supply chain packaging solutions
4. Responsible for the development and implementation of packaging pooling equipment projects with OEMs and their suppliers in market and other local automotive customer programs.
5. Review production schedules, engineering specifications, orders, and related information to obtain knowledge of manufacturing methods, procedures, and activities.
6. Estimate production costs, cost saving methods, and the effects of product design changes on expenditures for management review, action, and control.
7. Accountable for Design, develop and implement relevant and cost-effective reusable packaging designs in a timely manner.
8. Traveling and visiting clients.

Note : People from Packaging industry will only be preferred.