

## **Head of Business Development**

**TERM: Full-time, on-site**

**Location: Kotayk, Nor Gyugh**

### **JOB DESCRIPTION:**

- Analysis of sales of existing products by regions, customers, and planning and organization of research and analysis needed to identify untapped potential.
- To organize and plan group events for product promotion.
- Participating in individual customer visits organized by the sales team, where additional product information is to be provided.
- Development of new product implementation strategies and aligning these strategies within the company and with suppliers.
- Organizing the necessary analysis for the accurate selection of new products.
- Planning and organizing support from suppliers to implement new products
- Searching for local partners (both - at the level of organizations and experts) for effective implementation of new products, building relationships with them and organizing the development of these relationships.
- Working closely and cooperating with the Executive Board and the Board of Directors of the Company.

### **RESPONSIBILITIES:**

- Correctly and effectively disseminate information about existing products to potential customers
- Finding new products/selecting the right ones based on customer needs and market opportunities
- Proper planning and management of new product implementation works to maximize the potential of products

### **REQUIRED QUALIFICATIONS:**

- Bachelor's degree in business, sales, or marketing.
- 3+ years of experience in sales or business development.
- Proficiency in MS Office and CRM software.
- Excellent written and verbal communication skills.
- Excellent multi-tasking skills.
- Ability to present ideas to a variety of audiences.
- Ability to maintain a high level of confidentiality and professionalism.
- Ability to work under high pressure.
- Strong customer service skills.
- Excellent knowledge of Armenian language, knowledge of English and/or Russian.
- Willingness to learn and improve professional skills.
- Driving license.

## **APPLICATION PROCEDURES:**

Interested candidates are welcomed to send their CV to [jobs@card.am](mailto:jobs@card.am) mentioning the position title: ("Head of Business Development") in the subject line of the email.

## **ADDITIONAL NOTES:**

Adding profitable and lucrative products to the portfolio and promoting the maximum utilization of the potential of existing products

Company: "SMARTAGRO" CJSC

"SmartAgro CJSC" was established in 2019 by "AgoVision" CJSC and is a member of "CARD" group of companies. The company offers its customers feed and feed additives, veterinary medicine, veterinary and farm equipment, pure bread animal import, proven genetics, hydroponic systems, grass seeds and etc. as well as consulting services.