Hydron Alkaline Aqua Private Limited
4A Trust House, 35 Hospital Avenue, Dr. E. Borges Road, Opp. Shirodkar High School, Parel, Mumbai 400012, India I Tel. +91 22 6817 4444 | Email: info@hydron.in I LinkedIn: https://www.linkedin.com/company/hydron-water/about/ CIN: U15549MH2022PTC375261

ob Description – Business Development Manager

Company: Hydron Alkaline Aqua Private Limited
Location: Mumbai
Experience: 4–8 Years
Industry Preference: Pharmaceuticals / Diagnostics / Healthcare
Role Type: Full-Time | Field Sales | B2B Sales

About Hydron

Hydron is a functional hydration company focused on delivering advanced alkaline ionized water solutions. We provide innovative hydration solutions to corporates, healthcare institutions, hospitality establishments and other commercial sectors.

Role Overview

We are looking for a dynamic, result-oriented **Business Development Manager** with 4–8 years of experience, primarily in the **pharmaceutical or diagnostics industry**, to drive B2B business growth in Mumbai.

The ideal candidate should have strong field sales experience, expertise in end-to-end sales lifecycle management, and a proven track record of client acquisition, relationship management and revenue generation.

Key Responsibilities

- **Business Development:** Identify and acquire new B2B customers, focusing on hospitals, diagnostic centres, pharmaceutical companies, healthcare institutions and corporate accounts.
- **Field Sales:** Conduct regular client visits, prospect meetings, product demonstrations and presentations to generate business opportunities.
- **End-to-End Sales Lifecycle:** Manage the complete sales cycle, including lead generation, prospecting, qualification, client engagement, proposal preparation, negotiation, deal closure and post-sales relationship management.
- **Client Relationship Management:** Build and maintain strong relationships with key decision-makers, procurement teams, administration heads and senior management.

- **Revenue Generation:** Achieve assigned monthly and quarterly sales targets through new customer acquisition and account expansion.
- **Market Development:** Identify new market opportunities, develop sales pipelines and expand Hydron's presence across Mumbai.
- **Sales Reporting:** Maintain accurate sales pipelines, customer interactions, forecasts and conversion updates in the CRM.
- **Cross-Functional Coordination:** Collaborate with internal operations and service teams to ensure seamless product installation, onboarding and customer satisfaction.

Required Qualifications & Experience

- Bachelor's degree in Business Administration, Marketing, Life Sciences, Pharmacy or a related discipline. MBA preferred.
- **4–8 years of experience in B2B field sales, preferably with a primary background in pharmaceuticals or diagnostics.**
- Proven experience in end-to-end sales lifecycle management and business development.
- Strong exposure to institutional sales, healthcare sales, hospital sales or diagnostic centre sales.
- Demonstrated ability to acquire new customers, manage sales pipelines and close deals.
- Strong negotiation, communication, presentation and stakeholder management skills.
- Comfortable with extensive field travel across Mumbai and surrounding territories.
- Self-driven, target-oriented and capable of working independently.

Preferred Candidate Profile

- Candidates from pharmaceutical companies, diagnostic chains, medical equipment or healthcare solution providers.

- Strong existing network within hospitals, diagnostic centres, pharmaceutical companies or healthcare institutions.
- Experience in consultative selling and engaging with multiple decision-makers.
- Prior experience in new market development and institutional client acquisition.

What We Are Looking For

A proactive sales professional who enjoys being in the field, building relationships, opening new accounts and independently managing the complete sales journey from prospecting to revenue generation.