

BUSINESS DEVELOPMENT MANAGER

Reference Code : HLL/HR/069/2025

Job Title : BUSINESS DEVELOPMENT MANAGER

Start Date : 06.08.2025

End Date : 10.09.2025

Company

HLL Lifecare Limited (HLL), India's leading manufacturers and marketers of contraceptive, Health Care and Pharma products is a Mini Ratna Central Public Sector Enterprise under the Ministry of Health and Family Welfare. HLL is a global leader in the area of contraceptives, hospital products and healthcare services. With 8 manufacturing units, 3 subsidiary / joint venture companies, 21 regional offices. HLL exports products to over 85 countries. Besides this, HLL is engaged in providing healthcare and diagnostic services, consultancy and contract services for healthcare infrastructure projects and consultancy services for procurement of medical equipment and devices in healthcare sector. Thus, HLL is positioned as a total healthcare solution provider catering to the well-being of society at large.

Department: Hi-care Division

Tasks :

BDM is responsible for the coordination & monitoring of the Region and the targets sets in Trade business for Sutures & Mesh.

- Develops Sales plans and budgets to achieve or exceed the annual sales objectives for the wound care Business.
- Generate sales of company products in the regions through a front line sales team in order to achieve or exceed the annual sales targets.
- Conduct regular market visits to check route coverage, competitor activity and continuously search for new opportunities in order to increase sales in all the regions.
- Provide distributors and customers in the region with information about new or improved products and services in order to improve sales in all the regions.
- Develop and maintain an efficient distribution network to ensure the comprehensive availability of company's products and services across the regions to achieve or exceed the sales targets.
- Establish and ensure that all sales administration procedures relating to the regions are properly implemented to support the sales teams in their efforts to accomplish the sales targets.
- Co-ordinate and follow up to ensure that adequate inventory stock of product is maintained in order to meet the sales delivery schedules and provide the distributors with superior levels of service and meet the needs of the customer.
- Liaise with the Marketing team to ensure that adequate marketing support by way of merchandising and promotions is available in the region in order to provide brand awareness and promote sales in all the regions.

Requirements

Maximum Age: 40 years as on 01.08.2025

Basic pay range (For Fixed Term Contract engagement): Rs. 30000 – 50000/-

Qualification:

Essential: MBA (Marketing) / Post graduate Diploma (Marketing)

Post Qualification Experience:

Essential: Minimum 4 years relevant experience in marketing.

No. of Positions : 1

Posting Location : Hyderabad

Contract Type : Executive – Fixed Term Contract

Instructions for Filling the Job Application Form:

1. Download the attached Word document containing the prescribed job application format.
2. Type all required information directly into the form and insert your recent photograph in the field given. *Handwritten applications will not be accepted.*
3. After completing the application form, **copy the filled-in application content into the body of the email** and **attach the completed form in PDF format** to the email
4. Save the completed form in **PDF format** using the following filename format: Application Your Name PositionAppliedFor.pdf (*Example: Application Anita Sharma DeputyManager.pdf*)
5. Email the duly filled and digitally signed application form in PDF format along with the following documents:
 - Curriculum Vitae (CV)
 - Community Certificate (if applicable)
 - Copies of all Educational and Experience Certificates
 - Latest Salary Slipto [recruiter@lifecarehll.com] **on or before the deadline.**
6. Candidates submitting their applications via email must **mention the name of the post applied for in the subject line** of the email.

General Conditions:

1. Before applying, candidates should ensure that they fulfil all the eligibility criteria mentioned in the advertisement.
2. Applications not in the prescribed format **will not be considered** for selection process and no further communication will be sent separately.
3. Application Format can be downloaded from the website.

4. Job title and Reference code should be clearly mentioned in the Application form
5. All information submitted in the application will be verified with original documents at the time of the interview. If any information provided by the candidate is found to be false or incorrect or not in conformity with the eligibility criteria, then his/her candidature is liable to be rejected/cancelled at any stage of the recruitment process.
6. Only Indian Nationals are eligible to apply.
7. SC/ST/OBC/PwD candidates will be eligible for relaxation as per Government of India directives.
8. The crucial date for determining the age limit shall be same as the cut of date for calculating Qualification & Post Qualification Experience of the candidates.
9. HLL reserves the right to cancel, restrict, or modify the selection process, or to not fill any or all of the posts notified, at its discretion. The number of vacancies may also be increased or decreased based on organizational requirements.
10. Candidates working in Government, Semi-Government Organizations, Public Sector Undertakings, or Autonomous Bodies must provide a No Objection Certificate (NOC) at the time of the interview.
11. The decision of Management regarding selection will be final.
12. Canvassing in any form will be a disqualification