

Sector/Company:	Adarsh Farm Services a venture by UPL Ltd.
Job Title	Business Development
Location:	
Reporting	Head - AFS
<p>Adarsh Farm Services is a venture by United Phosphorus Ltd (UPL), established with an objective to contribute services to improve Indian farming by providing solutions to optimize farm productivity through innovative and cost effective new technology of spray operations.</p> <p>Job responsibilities:</p> <ol style="list-style-type: none"> 1. To identify and generate new project leads, research potential market and to initiate services operations. 2. Responsible maximize revenue opportunities through establishing, developing, and maintaining long-term business relationships with clients and venders. 3. Manage pipeline of services. - Lead overall business development and operations activity in the territory to stablish sustained services operations. 4. Relationship management with existing customers, coordination with various stake holders to propose new service with the view of maximizing customer delight. 5. To acquire new projects and facilitate the smooth operation of each new project on continuation. 6. Prepare MIS and share updates with the leadership team as per defined TAT. 7. Propose new operations strategies by attending industry events, conferences, engagement programs. 8. Identify training gape and helping team to develop their skills. 9. New territory projects: Identifying locations, short listing of the site, operational requirements, including manpower hiring, support for smooth operations (Pre- launch & Post- Launch). 10. Manage and contribute in development of all talent in the territory by help in hiring, training, grooming, career planning. 11. Responsible for increasing the manpower productivity/efficiency and ensuring attrition control. 12. Ensure adherence to all defined quality standards including operational compliance. 13. To lead, provide & build operational execution capability at the field. 14. Channel Partner liaising and maintenance coordination. <p>Additional Responsibilities:</p> <ol style="list-style-type: none"> 1. To ensure that all positions are tracked, trained and filled by building talent pipe line, addressing employee issues so that attrition can be controlled. 2. Maximum utilization of infrastructure and resources. 	
Person Profile:	
Educational Qualification:	<ul style="list-style-type: none"> • Graduate in Agriculture Science/ Technology (Agr/ Mech) • Post graduate / diploma in business administration / hospitality management.
Knowledge and Experience	<ul style="list-style-type: none"> • Good communication skill, outgoing personality, capabilities to influence clients. • Socially adept and excellent Team Skills. • Able to provide quality leadership to a large team of field operations.

Key Attributes	<ul style="list-style-type: none">• Excellent time management.• Excellent Team Skills.• Result focused- Ability to drive projects.
Years of Experience	<ul style="list-style-type: none">•