

About WRMS

Weather Risk Management Services Pvt. Ltd. exists to empower farmers to overcome the most daunting agrarian challenges. Since the past decade and a half, we are focused on solving the most complex Agriculture problem and provide innovative risk management solutions to the farmers.

Our team of over 400 professionals' works to mitigate farm risks, provide solutions to farmers, agri-companies, and governments that would enable them to improve productivity or manage farm more effectively thereby enhance farm incomes.

Our *Secufarm*TM product offers agri tech solutions with the ability to underwrite the risk involved in adopting those solutions.

WRMS is currently seeking Sr. Business Manager to lead our initiatives in the space of Agriculture Risk Management.

Job Description

Job Title: Sr. Business Manager

Reports To: Director

Exp. Required: 5-8 Years

Job Location: Pune & Gurgaon

Job Type: Full-Time (Permanent)

Qualification: Any graduate with excellent academic records

Roles and Responsibilities:

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- For New Clients-
 - Prospect for potential new clients and turn this into increased business.
 - Meetings with clients (Pvt/PSU)/government departments through own networking, cold call as appropriate within defined market or geographic area to ensure a robust pipeline of opportunities both with private corporations and government agency. * Meet potential clients by growing, maintaining, and leveraging own network/ leads provided.
 - Identify potential clients, and the decision makers/officials within the client organization/govt department.
 - Plan approaches and pitches.
 - Work with product and services team to develop proposals that speaks to the client's needs, concerns, and objectives.

- Handle objections by clarifying, emphasizing agreements and working through differences to a positive conclusion.
- For Existing Clients –
 - Present new products and services and enhance existing relationships.
 - Work with technical staff and other internal colleagues to meet customer needs.
 - Arrange and participate in internal and external client debriefs.
- Attend industry functions, such as association events and conferences, and provide feedback and information on market and creative trends.
- Present to and consult with mid and senior level management on business trends with a view to developing new services, products, and distribution channels.
- Identify opportunities for campaigns, services, and distribution channels that will lead to an increase in service.
- Using knowledge of the market and competitors, identify and develop the company's unique selling propositions and differentiators.

Specific Skills Required:

- Preferably from BFSI domain/Agri Marketing
- Networking & Prospecting Skills, Identification of customer needs
- Persuasion & Public Speaking
- Research/Writing, Closing Skills
- Motivation & flair for Sales & BD, Sales Planning
- Team Player
- Territory Management, Market Knowledge, Meeting defined Goals, Professionalism
- CRM/Microsoft Office.
