

POST: Business Development Manager (Training and Certification)
Type: Pan India Full time/ Part time (Each State - 10)

Job description

Responsibilities

- Develop training leads and manage to closure.
- To make strategic business planning, advertising and Branding.
- To maintain the Relation with the professionals to increase the business.
- Work closely with the Trainer and Partner Teams to Provide Training proposals for Customers and Food business operators.
- Work closely with clients to determine training requirements and build detailed training proposals and plans to accelerate adoption of Training and Certification Services.
- Maintain a strong relationship with customers to ensure flawless execution of training plans.
- Conduct Training Needs Assessments with key customers.
- To liaise/ coordination with Local Government Food Authority officers as required.
- Evangelize Training & Certification at company and industry events.
- Build & maintain a pipeline of training opportunities and provide regular forecasts / business reviews to senior management.

Basic Qualifications

- Minimum qualification Graduate/Post Graduate/ MBA
- 3-10 year's business development preferably in the Training and certification industry.
- Excellent Verbal and Written Communication Skills.
- Experience conducting Training Needs Assessments and developing training plans.
- Strong commercial experience and business acumen.

Preferred Qualifications

- Experience leading a team of technical professionals.
- A technical background in engineering, chemistry or food science or related subject.
- Marketing, operations and training delivery experience.
- Excellent communication skills and proven business development experience, ideally in the Training sector. To be successful in this position must be a self-starter who is prepared to Think Big and Dive Deep.

How to apply:

1. Before filling the application form, Candidates should read job description, basic qualification, Important Notes carefully.
2. Candidate should read all the eligibility parameters and ensure that he/she is eligible for the post which he applies
3. Candidate should have a valid email id and mobile no. which should remain valid & active till the completion of selection process.

4. Candidates can by filling online application form and no other mode/form of application will be accepted.
5. Candidates have upload their ink-signed updated resume quoting advertisement number.
6. Incomplete and defectively filled up forms shall be rejected straightway and no subsequent correspondences will be entertained in this regard.
7. Prospective applicants may fill the application form and send to the admin@cphfs.in email id along with the photocopies of relevant certificates of qualifications and experience and the passport size photograph. **The post name should be mentioned in the subject line of email.**

Mode of Selection:

Applicants meeting the eligibility criteria will be informed by e-mail, to appear for a "**written test/Interview**". The test will be of objective type covering English, Logical Reasoning, Numerical Ability, Domain Knowledge or specific functions/disciplines. The list of successful/shortlisted candidates on the basis of "written test" would be uploaded on CPHFS website. Management reserves the right to change/modify the selection process at any time, during the process, at its discretion. The decision of the management will be final and binding.

- The qualification and experience prescribed are the minimum requirements and possession of the same does not automatically make the candidates entitled to be called for interview and selection processes.
- There will be an initial screening based on the academic and other parameters given in the application and only those screened-in will be considered for further selection process.
- The management reserves the right to increase the minimum eligibility criteria/cut off limits, in the event of the number of applicants are more, for any post(s) at its discretion. Candidates will be selected on the basis of their academic credentials, experience profile, performance in the interview and such other selection processes/parameters, as deemed fit by management.
- The number of vacancies indicated in the notification is tentative. CPHFS reserves the right to increase or decrease the number of advertised posts at the time of selection. Further, CPHFS also reserves the right NOT to fill any of the posts advertised. Also, the posts are time bound and are purely contractual in nature for specified duration. The persons engaged on contract will not derive any right or claim to have a regular post in CPHFS.

Important Notes:

- In case of any ambiguity/dispute arises on account of interpretation in version other than English, English version will prevail.
- **Canvassing in any form will be a disqualification for selection.**
- **Written test/ Interview Call Letters, other correspondences** (if any) etc. will be send to candidates **through email** at the email id provided in their application form. No hard copy will be sent.

- **Mere issue of Interview call letter will not imply acceptance of candidature or selection for the post.**
- In case of internal candidates, please note that the finally selected candidates will have to resign from the services and join the post as fresh employees.
- All queries pertaining to recruitment including selection process should be addressed to our Recruitment Team only through admin@cphfs.in. Kindly note that we have not authorized any agent/ agency for representing **CPHFS** for anything related to recruitment or its processes.
- **Number of vacancies may increase/decrease based on the final assessment and such changes will be made by CPHFS without any notice.**
- **If a candidate is not found suitable for the position applied for he may be considered for lower position on receipt of willingness of the candidate.**
- **CPHFS reserves the right to cancel or introduce any examination/Personal Interview/Other selection process.** CPHFS also reserves the right to cancel/restrict/curtail/enlarge the recruitment process and/or the selection process without any notice and without assigning any reasons.
- It is the responsibility of the candidates to assess his/her own eligibility for the post for which he/she is applying in accordance with the advertisement. **In case, it is found at any point of time in future during process of selection or even after appointment that candidate was not eligible as per prescribed qualification, experience etc, which could not be found at the time of selection due to whatever circumstances, his/her candidature/appointment shall be liable to be cancelled/terminated as case may be.**
- Choosing a particular department /project does not entitle the candidate to be appointed in the same department itself. If selected, management reserves the right to post the candidate in any department.
- All positions are transferable on all India basis.
- No TA /DA will be provided for attending the written test / interview.

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