



Job description for Business Development-Hunter

About AL Circle

AL Circle is the world's first and fastest-growing virtual ecosystem for the global aluminium industry. With a mission to innovate, connect, and enable global trade, AL Circle empowers users to learn, promote, and conduct business seamlessly within the trillion-dollar aluminium economy. Anchored by a legacy of industry fostering collaboration, and inspiring industry-wide progress.

Addressing the entire ALuminium value chain from bauxite, alumina, and primary aluminium to end users and recycled metal, AL Circle is a one-stop solution for the global industry. ALuminium - the green metal, has a key role to play in the global efforts towards sustainability owing to its recyclability, lightweight, and numerous applications, and AL Circle's motto is to further the path to net-zero for our industry through digital tools, reliable connections, and efficient transactions. AL Circle's suite of offerings includes web platforms and mobile applications, the current focus of which are the news platform and the B2B marketplace, as listed below:

AL News: <https://www.alcircle.com/>

AL Biz: <https://www.alcirclebiz.com/>

This Business Development position will be responsible for creating awareness about AL Circle, particularly about AL Biz, amongst the global aluminium industry and onboarding new companies, consultants, and service providers to the AL Circle Biz platform which is the fastest growing B2B Aluminium marketplace globally. Building on organizational strengths the role will be expected to communicate effectively to build trust with the audience and promote the platform and its services for uptake. Regular target setting and a collaborative team will support and encourage to achieve the goals set out.

The role will report to the Senior Manager.

Roles and responsibilities

- Engage with C-level executives and key decision-makers at MSMEs and SMEs across the global aluminium industry.
- Acquire new accounts by pitching, presenting, creating awareness about the brand & bringing new companies to the AL Biz platform
- Take ownership of resolving customer queries through cross-functional coordination.
- Reach out to new sellers via different available channels/modes of communication.
- Provide direct support to AL Biz sellers, for their registration and onboarding process
- Planning, strategising, and meeting the target on the seller onboarding journey



- To understand customer needs and showcase our product as per requirement.
- Maintain an updated customer database, including names, phone numbers, and addresses
- Being detail-oriented and using digital tools and organizational systems to maintain record of all calls and sales

Experience and qualification:

- 1+ Year Experience
- Graduation, MBA/PGDM is an added advantage.
- Experience in BPO or telemarketing would be preferred.
- Good communication and presentation skills.
- Willingness to work in rotating shifts as per the business requirements.

Shift: Rotational Shifts

Place of Posting: Kolkata

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