



M. B. Control & Systems Pvt. Ltd.

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Registered & Corporate Office

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M.B. Control & Systems Pvt. Ltd. (MBCS), is an ISO-9001 company. Since our inception in 1983, we have been committed to provide innovative electronic systems and equipment for control and monitoring of industrial processes. Through the years, MBCS has become a Powerhouse and is synonymous with all Power and Renewable Energy Projects – both big and small.

Our system solutions are suitable for Energy management systems, Weather Monitoring Solutions, Telemetry Systems, Remote Data Collection System, Phasor Measurement Units, RTU Control Panels and Systems, SCADA systems and Sub-Station Automation Systems.

Our team of experts is available to dispense expert technical support, and provide technical solutions to questions ranging from generic to complex. We consider excellence of products and service as a key to gaining customer loyalty and satisfaction. We have pan India presence via dealer and distribution network.

All the products we offer can be viewed on our website www.mbcontrol.com. We have clients such as in power generation (wind, solar, hydro etc.), OEM, Transmission, IPP, CPP, Heavy Industries etc.

Achieve your potential - build an exciting career

Discover the opportunity to join a dynamic, and responsible company that fosters the development of all its people and communities around the world. Every day, we challenge employees to achieve more and experience exciting careers.

JOB PROFILE:

Business Development Manager – Global Sales

M.B. Control & Systems is seeking a highly motivated and commercially driven **Business Development Manager – Global Sales** to lead the domestic and international business development activities of **MBMet**, our Meteorological Solutions division.

The role will be responsible for identifying, developing, and converting business opportunities across domestic and international markets for our range of **Automatic Weather Stations (AWS), meteorological sensors, environmental monitoring systems, data loggers, telemetry and IoT-based solutions, and customized meteorological monitoring solutions.**

The ideal candidate will combine strong business development skills with the ability to understand technical products and communicate their value to international customers, system integrators, government agencies, consultants, EPC companies, research institutions, and channel partners.

The ideal candidate should be capable of selling technical products and solutions to industrial, infrastructure, utility, government, EPC and institutional customers.

The position requires a strong hunter mentality, excellent communication skills, international market awareness, and the ability to independently develop markets from lead generation through negotiation and order closure.

The successful candidate will work closely with Engineering, R&D, Projects, Production, Quality, Procurement, Logistics, Finance, and Management to convert market opportunities into sustainable business.

Department: Business Development and Sales

Reports To: Company Director

Job Type: Full Time Remote

Key Responsibilities

A. Sales & Business Development:

- Develop and execute business development strategies for MBMet in **India and international markets**
- Identify new geographical markets, industries, applications, and customer segments.
- Develop and maintain a healthy sales and business development pipeline.
- Identify prospective customers through proactive market research and direct outreach.
- Develop new accounts and establish long-term customer relationships.
- Generate business through direct sales, project sales, channel partners, consultants, EPC companies, system integrators, and institutional customers.
- Develop strategies for both short-term revenue generation and long-term market expansion.
- Develop market entry strategies for new regions and countries.

B. Indian Market Development:

- Identify and develop customers across India.
- Support our existing team of Sales Managers and Regional Managers with new business acquisition.
- Develop relationships with Government Departments, Meteorological Organisations, State and Central government agencies, Pollution and environmental agencies, Agricultural organisations, Renewable energy companies, Airports, Ports and Maritime, Infrastructure and EPC companies, Consultants, etc.
- Identify government and private-sector tenders.
- Develop relationships with consultants and specification influencers. Identify opportunities for MBMet products to be incorporated into project specifications and tender requirements.
- Develop opportunities in new application areas such as renewable energy, agriculture, hydrology, disaster management, infrastructure, and environmental monitoring.

C. International Market Development:

- Identify high-potential countries and regions.
- Conduct international market research and competitor analysis.
- Identify overseas distributors, dealers, representatives, EPC companies, consultants, and system integrators.
- Develop direct relationships with international customers.
- Establish and manage international channel partners.
- Develop long-term business relationships with overseas customers and partners.
- Support international exhibitions, conferences, seminars, and customer visits

D. Market and Customer Development:

- Conduct systematic market mapping for selected industries and geographical areas.
- Identify market size, customer segments, competitors, pricing levels, applications, and purchasing practices.
- Identify key decision-makers and specification influencers.
- Maintain regular contact with existing and prospective customers.
- Identify opportunities where MBMet can replace competing products or become an approved/preferred supplier.
- Identify emerging technologies and market requirements relevant to MBMet.

E. Project and Tender Business Development:

- Identify upcoming projects relevant to meteorological and environmental monitoring.
- Monitor government, private-sector, infrastructure, renewable energy, research, and environmental projects.
- Track domestic and international tender opportunities.
- Develop relationships with consultants and EPC organizations at the project-planning stage.
- Understand customer specifications and identify appropriate MBMet solutions.
- Coordinate with Engineering and Proposal teams for technical and commercial submissions.
- Support preparation of tenders, technical compliance documents, commercial proposals, and presentations.
- Maintain a database of upcoming projects and tenders.

F. Customer Engagement & Solution Selling

- Understand customer applications, technical requirements, project objectives, budgets, and timelines.
- Present MBMet's products and solutions effectively to customers.
- Conduct online and face-to-face product presentations.
- Arrange technical discussions and demonstrations.
- Coordinate customer requirements with the Engineering/R&D team.
- Develop customized solutions where required.
- Position MBMet based on technical capability, reliability, service, customization, and overall value.
- Develop consultative relationships with customers rather than focusing only on transactional sales.

G. Sales & Commercial Activities

- Generate and qualify sales enquiries.
- Prepare or coordinate quotations and commercial proposals.
- Follow up systematically on submitted quotations.
- Negotiate commercial and technical requirements.
- Coordinate pricing, delivery schedules, payment terms, and other commercial requirements with internal teams.
- Support negotiations with customers, distributors, EPC companies, and consultants.
- Drive opportunities toward successful order closure.
- Ensure effective handover of confirmed orders to Projects/Operations.

Skills and Qualifications:

- Education: Bachelor's degree in Engineering (Preferred), business, marketing, or a related field.
- Experience: Minimum 8 Years Proven experience in a Business Development role.
- Experience in Meteorological Instrumentation, Environmental Monitoring, or related industries preferred.
- Experience in both **domestic and international business development** will be strongly preferred.
- Good understanding of technical products and engineering solutions.
- Ability to understand electrical/electronic systems and technical specifications.
- Ability to understand and communicate technical-commercial requirements.
- Strong knowledge of sales strategies and practices.
- Capable of managing multiple domestic and international opportunities simultaneously.
- A strong **hunter and market creator**.
- Excellent communication, negotiation, and leadership skills.
- Willingness to travel extensively within the region.
- Goal-driven and results-oriented.
- Others (e.g. language skills, technical skills): English, Computer Knowledge, Regional language.

The primary objective of this position is to **build, expand, and accelerate the business of MBMet across India and international markets** by developing new customers, markets, projects, channel partners, and strategic relationships.

The candidate will be expected to take ownership of the complete business development cycle and contribute directly to the growth of MBMet's **domestic revenue, export revenue, customer base, market presence, and long-term strategic positioning**.