



Job Opening: Business Development Specialist (Karachi)

Division: TECHNOGYM - Health and Fitness

Experience: 0-3 years

Education: Bachelors or equivalent degree

Timing: 9 am – 5:30 pm

Location: Karachi

Salary Range: PKR. 40,000 - PKR. 80,000 + Performance Incentive

Are you a high achiever in your academic and professional fields who is geared to succeed in a demanding goal-driven role?

As exclusive distributor in Pakistan for TECHNOGYM, the industry-leading designer and manufacturer of fitness equipment and solutions, currently used in over 80,000 wellness centres and over 300,000 homes globally, SYNERGY TECHNOLOGIES is seeking applications for the position of Business Development Specialists in Lahore, Karachi and Islamabad to plan and achieve formidable business growth in line with the brand's global position.

The successful candidates shall possess an exceptional business acumen and strong communication and interpersonal skills. The role provides outstanding learning opportunity from one of the most innovative companies, not only in its product and platform offering but also in its sales and marketing strategy and operations.

Business Development Specialists will pursue and convert opportunities in each of the sectors that TECHNOGYM serves, including hospitality, residential, wellness clubs, healthcare, education, corporate, uniformed services and sports associations.

<https://www.technogym.com/int/>

PROFILE & ATTRIBUTES:

- Passion for sport and fitness
- Market and segment expertise
- Solution selling and asset management skills
- Enthusiasm for extensive learning through structured training programs as well as product and solutions literature.
- Focus on TECHNOGYM value & benefits
- Alignment of lifestyle, personal care and behavior with the brand positioning

JOB OVERVIEW:

- Formulate a business development plan for the assigned segments
- Develop implementation calendar for the planned activities
- Identify and engage with prospects in each of the assigned segments
- Create and deliver proposals and manage and grow the pipeline
- Manage and expand the contact database using our industry-leading CRM platform
- Registration and pre-qualification with the target organizations
- Assuring that company's solutions are specified in key projects through consultants and designers, and participation in tenders
- Drafting, reviewing and negotiating contracts
- Managing, retaining and building long term relationships with new and existing clients, as well as channels and influencers in each segment