

# THE BRAITHWAITE BURN AND JESSOP CONSTRUCTION CO. LTD. (BBJ)

( A Govt. of India Enterprise)

27, R.N.Mukherjee Road

PO Box No. 264, Kolkata- 700001

Phone No. (033)2248-5841-44 Fax. (033)2210-3961

E-Mail : [schatterjee@bbjconst.com](mailto:schatterjee@bbjconst.com), [akarmakar@bbjconst.com](mailto:akarmakar@bbjconst.com),

Website : [www.bbjconst.com](http://www.bbjconst.com)



BBJ, a profit making & Dividend paying Central Public Sector Enterprise, under the control of the ministry of Heavy Industries & Public Enterprises is engaged in Civil Construction / Road / Steel Bridge Construction Projects etc. all over India. It urgently requires the following Executive on Contract Basis:

Post	No. of post	Experience(minimum)
Head - Business Development (Retired persons may also apply)	01	20 years

**Qualification:** B.E/ B.Tech in Civil / Mechanical Engineering [Distance mode not accepted] from a recognized University/ Institution/ AMIE (Civil/ Mechanical).

**Experience:** Candidates having excellent track record in business development and having sound experience and capacity in performing in following areas should apply:

- Develop new business opportunities with potential customers at all stages of the sales cycle to include targeting, prospecting and presenting compelling business propositions, work efficiently with Directors Level Officials to develop long term strategic relationship, prepare and present powerful, persuasive sales presentations that effectively demonstrate the value proposition of Company's products and expertise, effectively manage large scale and complex contracts negotiations and close new business deals with customers, collaborate with professional services and other support teams to ensure successful implementations, develop and execute a strategic business plan that meets or exceeds established sales goals and supports Company revenue and profit ability targets, attend conferences and professional association meetings, prepare and give business reviews and presentations to the Senior Management Team on a monthly basis and other work necessary for business development.

**Period of Contract:** Two years.

**Age limit :** Maximum 63 years as on 01-12-2017

**Consolidated Salary:** Rs. 60,000/- per month (negotiable for deserving candidates) + usual benefits & reimbursement as applicable.

Eligible candidates may apply giving details of their age, address, educational & professional qualification experience etc. Application should be sent to the Chief Manager (Personnel & Administration) either by e-mail or by post / physical submission addressed to The Braithwaite Burn & Jessop Construction Co. Ltd (BBJ), 27, R.N.Mukherjee Road, Kolkata- 700001 within 15 days from the date of issue of the advertisement. The envelope should be super scribed with the post applied for.