

Manager – Sales

Location: Delhi NCR / Bengaluru
Experience: 5+ Years
Shift: Morning
Working days: 6 Days
Employment type: Permanent
Vacancy: 2 (Delhi / Bengaluru)
Reporting to: Director – Specifications

About the Company

BSC Group is a bootstrapped, high-growth organization operating at the intersection of building materials, procurement, and project execution. Since inception in 2011, we have built a strong B2B foundation by delivering reliability, speed, and consistency across thousands of projects. Our model is simple but powerful—integrating sourcing, supply chain, and execution support under one platform.

We are now entering a decisive phase of growth. With expansion into new geographies, strengthening of leadership, and a clear roadmap towards institutional scale, we are building a structure that can support long-term value creation and a potential public market journey. This role is central to that ambition.

Role Overview

The Manager – Sales will be responsible for driving revenue growth through a combination of new client acquisition and existing account expansion. This role sits at the core of the organization's growth strategy and requires an individual who can balance hunting and farming while maintaining strong commercial discipline.

Key Responsibilities (KRAs)

- Drive monthly, quarterly, and annual revenue targets
- Identify and acquire new B2B clients across contractors, corporates, and clients
- Build and maintain long-term relationships with key accounts
- Increase share of wallet through cross-selling and repeat business
- Collaborate with internal teams to ensure seamless execution and delivery
- Maintain strong pipeline visibility and accurate forecasting
- Negotiate commercial terms and close deals efficiently
- Track market trends and competitor activity to identify growth opportunities

Why Join Us

This is a high-impact role within a fast-scaling organization where performance is directly linked to growth and recognition. You will have the opportunity to build a strong client portfolio and contribute meaningfully to the company's expansion.

Ideal Candidate Profile

- 5+ years of experience in B2B sales, preferably in building materials or interiors
- Strong track record of achieving and exceeding sales targets
- Ability to build relationships and influence decision-makers
- Commercially sound with strong negotiation skills
- Self-driven with a high level of ownership and accountability

5-Year Growth Path

Year 1–2: Consistent high performer with strong client portfolio

Year 2–3: Take on team management responsibilities

Year 3–4: Transition into Regional Sales Leadership

Year 4–5: Move into Business Head or P&L ownership role