

Others

Experienced

# Business Development Manager- Mechanical

Bengaluru, India

**Motherson Health & Medical** is focused on helping people become and stay healthy by enabling access to high-quality and affordable care. As part of the Motherson family, we draw upon decades of expertise in innovation, product design, engineering, software, and supply chain. Motherson Health & Medical leverages the vast resources of the Motherson Group, which includes over 180,000 employees and more than 350 manufacturing facilities in 41 countries. This enables us to substantially impact the healthcare industry by creating access to quality and affordable healthcare worldwide.

We continuously expand our core capabilities by collaborating with universities, hospitals, research groups, startups, and healthcare companies. By staying at the forefront of scientific and technical developments, we deliver cutting-edge products to our customers.

We believe in attracting talented individuals, investing in their development, and providing equal opportunities for success. We actively recruit talent with core healthcare capabilities from diverse geographies to join our inclusive team. Together, we aim to revolutionise the healthcare industry and make quality and affordable healthcare accessible to all.

Join Motherson Health & Medical and be part of our mission to make a positive impact on global healthcare.

## What you'll do

Drive business development for contract manufacturing of medical device components, wiring harness assemblies and high-level assemblies. Engage with OEMs of Medical devices for business opportunities and bring in revenue growth for Medical and Health division. Respond to RFQs and work on business propositions based on customer requirements. Act as a focal point for customers, work with cross functional teams of Motherson group to provide solutions to meet customer needs. Engage with manufacturing on pricing and ROCE (return on capital equipment). Engage with Medical device OEMs during their product development cycle to provide solutions and value addition & win business orders for the plant. Techno commercial role requiring knowledge about design, manufacturing processes, pricing strategies.

## Key areas of accountability/responsibility

- Responsible for engaging with Medical Device /equipment manufacturers and bringing in new business for contract manufacturing.
- Brining in incremental revenue year over year based on business targets.
- Manage & build long term relationship with customers.
- Understand customer drawing & respond in timely manner to RFQs. Work with Manufacturing team & make profitable business proposal.
- Coordinate with manufacturing plants for fulfilment and timely deliveries of protos and initial shipments.
- Identify new avenues and increase customer base on regular basis.
- Understand latest technological and industry trends, develop business development proposals for future opportunities.
- Work with manufacturing, development & quality teams for new product

## What we are looking for

### Required Level Of Experience

- At least 10+ years' experience in manufacturing / sourcing / development of Wiring Harnesses, Mechanical & electrical assemblies of medical equipment.
- Experience in business development / techno commercial roles / Project Management for at least 5 years.
- Experience with medical and healthcare parts and equipment companies will be added advantage.
- Expertise in manufacturing process, costing and procurement of wiring harnesses especially in medical domain.
- Experience of working with global and local customers. Knowledge and educational level • B.E or B.Tech. or higher in Mechanical / Electrical/ Industrial engineering or equivalent streams of graduate studies.
- MBA or equivalent business management degree is an added advantage.
- Thorough knowledge of manufacturing and costing of wiring harness assemblies of mechanical & electrical components.
- Knowledge & experience of medical device assembly, testing , component manufacturing , qualification process , part traceability & regulatory requirements pertaining to Medical /Healthcare industry is an added advantage
- Should have excellent verbal & written communication skills.

## What we offer

The team is growing at the same time our Group grows. Therefore there are many opportunities for you to grow with us!