



BluWheelz

Company Description

BluWheelz is a technology-enabled delivery company headquartered in Noida. We specialize in providing efficient and environmentally friendly first mile, mid mile, and last-mile delivery solutions for the E-commerce, Quick Commerce, and Food Tech industries. Utilizing our exclusive fleet of electric vehicles (EVs), we address cost and timeline challenges while making a positive impact on the environment.

Role Description

We are seeking a full-time, on-site Business Development Specialist to join our team. The Business Development Specialist will play a pivotal role in driving business growth and establishing strategic partnerships. Responsibilities include lead generation, conducting market research, delivering exceptional customer service, and maintaining effective communication channels. Additionally, the role involves analyzing data to provide valuable insights that support business strategies and decision-making processes.

Qualifications

- Analytical Skills, Market Research, and Communication skills: Proficiency in analyzing market trends, conducting research, and communicating insights effectively.
- Proven track record in lead generation and customer service: Demonstrated ability to identify and convert leads, as well as deliver high-quality customer service.
- Strong problem-solving abilities and attention to detail: Capable of resolving complex issues with meticulous attention to detail.
- Excellent interpersonal and negotiation skills: Ability to build relationships, negotiate effectively, and foster partnerships.
- Ability to work independently and collaboratively in a fast-paced environment: Comfortable working both independently and as part of a team in a dynamic setting.
- 3-5 years experience in the EV logistics or delivery industry is a plus: Familiarity with electric vehicle logistics or related fields is advantageous.
- Bachelor's degree in Business Administration, Marketing, or related field: Academic background in business administration, marketing, or a related discipline.