**Required urgently**

Snehalaya Ahmednagar is inviting applications for the **Business Development Lead** for Caring Friends Hospital & Research Center.

**Location:** Ahmednagar, Maharashtra

**Job Summary:**

The Business Development Lead is responsible for driving the growth and expansion of the hospital by identifying and pursuing new business opportunities, establishing partnerships and relationships with key stakeholders, and leading the development and implementation of business development strategies.

**Key Responsibilities:**

● Identify and evaluate new business opportunities, including partnerships, collaborations, and acquisition targets

● Develop and maintain relationships with key stakeholders, including potential partners, referral sources, and community leaders

● Lead the development and implementation of business development strategies, including the creation of marketing materials and campaigns

● Negotiate and close deals with new partners and clients

● Collaborate with the hospital leadership team to align business development efforts with overall organizational goals and strategies

● Monitor and analyze industry trends and competitive landscape to inform business development efforts

● Manage budgets and resources related to business development activities

**Requirements:**

● Bachelor's degree in business, healthcare administration, or a related field

● 5+ years of experience in business development, preferably in a hospital or healthcare setting

● Strong negotiation and communication skills

● Ability to develop and implement strategic plans

● Demonstrated success in building and maintaining relationships with key stakeholders

● Proficiency in Microsoft Office and CRM software

**Preferred Skills:**

● MBA or advanced degree in a related field

● Experience in market research and analysis

● Familiarity with the healthcare industry and regulatory environment

Interested candidates can apply on below email id

hrsupport@snehalaya.org

9011637200

9011635200