We're hiring: Business Development Manager

Crop Analytica | Remote (India) | Full-time

Crop Analytica is an AgTech company that gives agribusinesses accurate, satellite-based crop intelligence. Our solutions help clients improve crop productivity, help field teams plan their work better, run traceability and digitize their entire supply chain.

We are looking for a Business Development Manager to grow our enterprise client base across India. You'll report to the Head of Product & Business and own deals from first meeting to signed contract.

What You Will Do

- Identify and pitch to Agri-input companies, sugar mills, processors, exporters, banks, NBFCs, insurers, sustainability teams, and government and development programmes.
- Run outreach activities to generate leads through LinkedIn, email, referrals and your industry network.
- Understand each prospect's crops, acreage, grower base and field operations, then match them to the right module: precision monitoring, farm management or traceability.
- Prepare proposals, per-acre pricing and commercial terms. Respond to tenders, RFPs and EoIs from government and development agencies.
- Maintain your pipeline and monthly forecast in the CRM.
- Share client feedback and competitor movement with the product team.

Who You Are

- B.Sc. Agriculture, Horticulture or a related degree. A master's (M.Sc. Agriculture or MBA Agribusiness) is a plus.
- At least 2-3 years in business development or sales at an AgTech company.
- A track record of closing B2B deals with Agri-input companies, agribusinesses, financial institutions or government programmes.
- Working knowledge of satellite crop monitoring or farm management software, and the ability to present it to non-technical decision-makers.
- A clear understanding of crop cycles and how agribusinesses run field operations with their growers.
- Comfortable working remotely and managing your own pipeline.
- Willing to travel for client meetings and field visits when needed.

Skills:

• Negotiation

• Attention to detail

• Agile Working

What We Offer:

• Fixed pay, CTC depends on experience.

- Remote or Hybrid Role
- Direct work with enterprise clients across multiple crops and states.

How to Apply:

Email your resume to business@cropanalytica.com with the subject line "BD Manager | Your Name". Add 2-3 lines on one deal you closed and your role in it.

Know someone who fits? Tag them or share this post.

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