

BUSINESS DEVELOPMENT MANAGER

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Business Development Manager – Job Description

Company: Sofigo Medical Tourism
Location: Onsite – Mumbai
Department: Business Development
Employment Type: Full-time
Date Posted: April 29, 2025



Job Summary

As a Business Development Manager at Sofigo Medical Tourism, you will play a key role in driving the company's growth by identifying new business opportunities, forming strategic partnerships, and enhancing client relationships within the medical tourism industry.



Key Responsibilities

- Develop and execute growth strategies to attract international clients.
 - Identify and onboard new hospital and clinic partners.
 - Manage and expand the existing B2B and B2C client network.
 - Collaborate with marketing and operations to ensure seamless service delivery.
 - Analyze market trends to inform strategic planning.
 - Represent Sofigo at conferences, expos, and industry events.
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Key Requirements

- Proven experience (5+ years) in business development or sales.
 - Experience in healthcare, medical tourism, or hospitality preferred.
 - Strong communication, negotiation, and networking skills.
 - Ability to work independently and lead initiatives.
 - Analytical and goal-oriented mindset.
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Education & Qualifications

- Bachelor's degree in Business Administration, Marketing, Healthcare Management, or related field.

- MBA or advanced certifications in Sales/Business Management (preferred).

What We Offer

- Competitive salary and performance-based incentives.
- Opportunity to work with a global client base.
- Collaborative and inclusive work culture.
- Professional growth and development support.

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