



earthana
environmental solution p ltd

Where boundaries end, possibilities begin

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About Earthana

Earthana designs the systems, spaces, and solutions that transform everyday life — transforming industrial manufacturing into high-efficiency ecosystems through systems-driven innovation and workspace intelligence, across Gridwise, RAS, Terrasync, and Edge.

Manager / Senior Manager — Corporate & Industrial Business Development

We're building a corporate & industrial pipeline

Chennai, Tamil Nadu · Full-time · Posted 11 Sept 2026

A senior B2B hunter role for Chennai's corporate and industrial market — creating opportunities before an RFQ exists, not chasing inbound enquiries.

Role details

The territory

Chennai's corporate and industrial corridor: Sriperumbudur, Oragadam, Ambattur, Maraimalai Nagar, Mahindra World City, GST Road, Guindy, OMR, Porur, Manapakkam, Irungattukottai, Thirumudivakkam, Chengalpattu.

What you'll do

- Build new B2B business across Chennai's corporate and industrial ecosystem.
- Identify opportunities before an RFQ or formal enquiry is released.
- Research target companies, expansion plans, operational issues, infrastructure needs, and investment priorities.
- Map decision-makers, technical influencers, procurement, finance, promoters, CXOs, Plant Heads, Projects Heads, and Facility Heads.
- Create and execute account-entry strategies.
- Develop relationships with senior corporate and industrial stakeholders.
- Convert business problems into commercially viable opportunities.
- Qualify opportunities based on urgency, budget, technical fit, decision structure, competition, payment credibility, and probability of closure.
- Lead commercial discussions and protect value instead of relying on discounting.
- Develop multiple opportunities within strategic industrial accounts.
- Navigate complex corporate buying processes without damaging stakeholder relationships.
- Maintain a strong pipeline through proactive hunting rather than relying on inbound enquiries.
- Convert difficult, high-value B2B opportunities into profitable business.

What we're looking for

- 3+ years of B2B business-development or industrial/corporate sales experience is the stronger fit (we'll consider 1–2 years through 10+ years for the right candidate).
- Strong new-business hunting capability.
- Proven experience developing enterprise or industrial accounts.
- Ability to identify opportunities without waiting for RFQs.
- Strong stakeholder and decision-maker mapping skills.
- Ability to engage Plant Heads, Projects Heads, Facility Heads, CXOs, promoters, procurement, and finance teams.
- Strong commercial judgement and negotiation skills.
- Ability to defend value and evaluate total commercial impact rather than competing only on price.
- Resourcefulness in gaining access to difficult accounts.
- Strong executive presence and communication.
- Ability to qualify opportunities rigorously before committing resources.
- Experience handling significant B2B deals — we'll ask about your largest deal handled.
- Relevant sector exposure: manufacturing, automotive, corporate interiors, MEP, energy, facility management, water treatment, EPC, or related industrial solutions.

What we're really hiring for

Commercial instinct. Situational intelligence. Controlled aggression. Negotiation judgement. Resourcefulness. Executive presence.

The strongest candidates can answer three questions convincingly — which is exactly what this application asks:

- Which 3 Chennai companies would you target first?
- Who would you approach inside each company, and why?
- How would you earn the first meeting?