



Business Development Manager - Construction Robotics at Flo Mobility

Location: Bangalore

Type: Full-time

Flo Mobility is a robotics startup helping construction companies build faster while saving costs by automating labour-intensive, repetitive tasks at site. Our flagship Material Movement Robot is already being used by leading contractors and developers like L&T, Sobha, Ahluwalia, Godrej, Capacite Infra, PSP Projects and more — delivering 50% cost reduction, 30% fewer accidents, and faster project completion.

As a Business Development Manager at Flo Mobility, you'll spearhead growth in the construction robotics sector, targeting key players across India.

What You'll Do:

- Showcasing our solutions and building trust with on-ground teams and CXOs alike.
- Collaborate with marketing and product teams to develop go-to-market strategies and sales collateral.
- Track and report on sales pipelines, conversion rates, and revenue targets using data-driven insights.
- Conduct demos, pilot programs, and ROI analysis to demonstrate value to potential clients.
- Identify upsell opportunities in existing accounts to maximize robot deployments and customer lifetime value.

Requirements and Qualifications:

- Bachelor's degree in Business, Engineering, or a related field; MBA is a plus.
- 2-5 years in B2B sales, preferably in construction, heavy machinery, or tech/hardware sales. Experience with enterprise-level deals and CRM tools preferred.
- Strong negotiation and presentation skills; ability to analyze market trends and competitor landscapes.
- Excellent communication and interpersonal skills; adaptability in a fast-paced startup environment; willingness to travel up to 50% of the time.

Compensation and Benefits:

Competitive salary range: Starting from 8LPA onwards, no bar on salary for the right candidate (based on experience), plus performance-based incentives, and travel allowances. Opportunity of wealth creation through ESOP's.

How to Apply:

Send your resume and a brief cover letter explaining why you're excited about robotics in construction to contact@flomobility.com.