



Job Descriptions: Growth & Partnerships Manager

Title: Growth & Partnerships Manager

Type: Full Time

Location: Salt Lake, Sector-3, Kolkata (Onsite)

Remuneration: Fixed Salary + Lucrative Incentives .

About Us: MEW Consultants is seeking a proactive and ambitious Growth & Partnership Manager to contribute to our growth and outreach efforts. As a Growth & Partnership Manager, you will play a pivotal role in expanding our client base, establishing partnerships, and promoting our EPR Management services.

Key Responsibilities:

- **Lead Generation & Prospecting** – Identify and engage with potential clients in industries affected by EPR regulations, including Battery Manufacturers, Electronics Equipment Producers, Tyre Manufacturers, Oil Producers, Plastic Producers, Brand Owners, Importers, and more.
- **Sales & Business Development** – Pitch our EPR consulting services, develop tailored solutions for clients, and close deals to meet and exceed revenue goals.
- **Partnership Building** – Develop strategic alliances with waste management firms, regulatory bodies, and environmental agencies to foster long-term collaborations.
- **Client Relationship Management** – Nurture existing client relationships to ensure retention, growth, and upselling opportunities within the EPR space.
- **Market Research & Strategy** – Stay informed on evolving sustainability regulations, industry trends, and competitor activities to refine sales strategies.
- **Sales Support**- Help create sales pitches, emails, and provide regular follow-up with prospects.
- **Participate in Events** - Represent the company at industry conferences, expos, trade fairs, and networking events to generate leads, foster relationships, and showcase our services.
- **Conduct Seminars and Workshops** – Conduct seminars and workshops at schools, colleges, and other institutions to raise awareness about EPR regulations and environmental sustainability.
- **Proposal & Contract Management** – Prepare and present impactful business proposals, negotiate terms, and ensure seamless closure of contracts.
- **Collaboration with Internal Teams** – Work alongside operations teams and accounts teams to ensure smooth execution of client projects.
- **CRM & Reporting** – Track sales progress, maintain pipelines, and report key metrics to leadership to improve strategies and performance.
- **Thought Leadership & Content Creation** – Create and share valuable content on EPR regulations, sustainability trends, and industry best practices through blogs, webinars, and case studies to enhance our expertise, stay ahead in the industry, and solidify our position as a leader in the field.
- **Sustainability Reporting & Advisory** – Advise clients on creating and implementing sustainability strategies, including EPR compliance, and help them report their progress effectively to stakeholders.

Requirements:

- ✓ **5+ years** of experience in B2B sales, business development, or consulting sales (EPR or environmental consulting preferred).
- ✓ Proven ability to meet and exceed sales targets through a consultative and solution-oriented approach.
- ✓ Strong communication, negotiation, and presentation skills to effectively pitch ideas and solutions.
- ✓ Passion for sustainability, waste management, and a solid understanding of EPR regulations and compliance.
- ✓ Experience with CRM tools, sales automation, and lead generation strategies.
- ✓ Familiarity with **Sales Navigator** to identify and connect with potential leads and clients is a must.
- ✓ Ability to work independently, adapt to fast-changing regulatory landscapes, and think strategically.
- ✓ A network of industry contacts in the environmental, manufacturing, and regulatory sectors is a plus!

Why Join MEW Consultants?

- **Attractive Salary + High-Performance Incentives** – Your success is rewarded!
- **Friendly Work Environment** – Work arrangements that support your work-life balance.
- **Be Part of a Growing EPR Consulting Firm** – Contribute to exciting projects aimed at driving environmental sustainability.
- **Career Growth & Leadership Opportunities** – Build and lead a high-performing sales team as we expand.
- **Innovative & Impactful Work Culture** – Join a passionate team dedicated to transforming the sustainability consulting landscape.

Interested candidates are invited to submit their resume at hr@mewconsultants.com or contact on- +91 9147413115.

Join us at MEW Consultant and be a part of a team making a significant impact in the EPR and sustainability consulting space! 🌍🚀