



PR/109662 | Business Development Executive – Food Division {Mumbai}

Job Information

Recruiter

JAC Recruitment India

Job ID

1559280

Industry

Other (Trade)

Job Type

Permanent Full-time

Location

India

Salary

Negotiable, based on experience

Refreshed

September 23rd, 2025 11:10

General Requirements

Career Level

Mid Career

Minimum English Level

None

Minimum Japanese Level

None

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

Designation- Business Development Executive – Food Division

Location- Mumbai

Reporting to- Country Food Manager

Age- 25 -30 years

Qualification- Chemistry Graduate/ /PGDM(Marketing), Food Tech or Sales/Marketing BBM/MBA

Experience- Preferable in Food or Nutraceutical with 3 to 4 years

Responsibilities-

1. Identify and develop new business opportunities in the food ingredients segment.
2. Build and maintain strong relationships with existing and potential customers.
3. Promote and position the company's portfolio of food ingredients
4. Conduct market research to identify industry trends, competitor activity, and customer needs.
5. Coordinate with technical and product management teams for sample submissions, trials, and customer support.
6. Prepare and present proposals, quotations, and commercial terms to customers
7. Participate in exhibitions, seminars to represent the company
8. Maintain proper documentation of client interactions, forecasts, and follow-ups through CRM.
9. Achieve monthly/quarterly sales targets and report sales performance regularly.

Skills / Knowledge required (key points for search)

1. Ability to understand technical aspects of food ingredients and applications.
2. Result-oriented with good negotiation and problem-solving skills.
3. Proficiency in MS Office; familiarity with CRM tools is an advantage
4. Knowledge of food regulatory standards (FSSAI)
5. Experience in customer presentations and technical discussions
6. Strong interpersonal and communication skills.
7. Willingness to travel as required

JOB SUMMARY- The Business Development Executive will be responsible for identifying new business opportunities, managing key client relationships, and promoting food ingredient solutions across various sectors such as bakery, beverage, dairy, confectionery, nutraceuticals, and processed foods. This role demands strong market knowledge, customer orientation, and communication skills to drive sales growth.

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Company Description