



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

募集職種

人材紹介会社

ジェイ エイ シー リクルートメント インド

求人ID

1559280

業種

その他（商社）

雇用形態

正社員

勤務地

インド

給与

経験考慮の上、応相談

更新日

2025年10月07日 03:00

応募必要条件

キャリアレベル

中途経験者レベル

英語レベル

無し

日本語レベル

無し

最終学歴

短大卒： 準学士号

現在のビザ

日本での就労許可は必要ありません

募集要項

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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会社説明