

<b>Designation</b>	Asst. Manager/Sr.Executive -International Sales
<b>Job Description</b>	<ul style="list-style-type: none"> <li>• Detailed Job duties and responsibilities</li> <li>• Generating new sales lead &amp; convert them.</li> <li>• Handling key customers account &amp; generate business from those accounts.</li> <li>• Developing and implementing detailed marketing plans across food product</li> <li>• Closing new sales for all food products across all markets – especially US &amp; Canada.</li>   <li>• Achieving sales targets as per the business plan.</li> <li>• Working with team to ensure they all achieve targets as well.</li> <li>• Working closely with procurement team to ensure products are sourced timely and accurately.</li> <li>• Providing suggestions for new product launch based on customer demand</li> <li>• One point of contact for customer from Purchase Order to receivable management</li> <li>• Responsible for Customer compliant management in coordination with Quality dept.</li> </ul>
<b>Desired Profile</b>	Relevant experience in selling processed food products. Strong network with global retailers & distributors will be added advantage.
<b>Education</b>	MBA-Marketing/International Business
<b>Experience</b>	4-6 Years
<b>Industry Type</b>	FMCG/Food Processing/Export
<b>Functional Area</b>	Sales
<b>Location</b>	Mumbai
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