

<b>Designation</b>	<b>International Sales</b>
<b>Job Description</b>	<ul style="list-style-type: none"> <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 managements</li> <li>• Responsible for Customer compliant management in coordination with Quality department.</li> </ul>
<b>Experience</b>	<ul style="list-style-type: none"> <li>• 3 – 8 Years of relevant experience</li> <li>• Strong network with global retailers &amp; distributors will be added advantage.</li> </ul>
<b>Desired profile</b>	<ul style="list-style-type: none"> <li>• Good Communication &amp; presentable personality</li> <li>• Percentage in Graduation and MBA (60% and above)</li> <li>• Good analytical skills (Good in numbers &amp; figures)</li> <li>• Computer proficiency</li> <li>• Should be a quick learner</li> <li>• Experience in working on Soya product is preferable.</li> </ul>
<b>Industry Type</b>	FMCG/Food Processing/Export
<b>Functional Area</b>	Sales
<b>Education</b>	MBA – Marketing / International Business
<b>Location</b>	Corporate Office – Mumbai (Andheri West)
<b>Contact Person</b>	Udisha Singh
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<b>Website</b>	<a href="http://www.suminterindiaorganics.com/">http://www.suminterindiaorganics.com/</a>