

Business Development Manager Job description:

- Achieving growth and hitting sales targets by successfully managing the sales team in close communication with Ise Foods Inc. HQ
- Designing and implementing a strategic sales plan, cost analysis to make sure profitability, refine customer attack list that expands company's customer base. Then he ensures ISEI's strong presence and contributes to Ise Foods to become India's number one brand
- Make sales calls to modern, retail, channels and HoReCa and other channels, and boost sales of Ise Foods products.
- Develop and manage own accounts in addition to manage BD team's accounts and close sales agreements that sales reps obtained when necessary.
- Managing and planning incentive scheme with(HR) COO and Tokyo HQ.
- BD manager must communicate well with COO and Tokyo HQ frequently and adopts Ise Foods Inc.'s way into India operation.
- Have close communication with marketing forces to act strategically to build Ise Egg Brand.
- Manage daily sales and forecast and report to Ise Foods HQ on a daily/weekly basis punctually.
- Manage sales reps to daily report target and results every day, collect money and reduce return. Also educate and train sales reps regularly to guide them how to sell and make them understand company strategy and direction.
- Guide and take initiative to use ERP system to make all operation fully digitized.

Requirements:

- Graduate of on campus university or above (no correspondence course) in commerce, business administration and another relevant subject.
- Good at documentation and reporting, forecast reporting in timely manner
- Must have **experience in food industry sales** to modern trade and general trade and E-commerce. The candidate from non-food industry is not applicable.
- Experience in business development of more than 7 years including managerial position. Work experience at a global company is a strong plus
- Strategic and logical thinking with leadership and commitment
- Punctual and well-organized, hard-working
- Have experience to give trainings for subordinate, good understanding in ISEI business strategy and direction to communicate local team to implement it
- Indian national, based in Delhi NCR
- **Fluent in English** including good writing skill

- Should be strong in numbers. And able to manage profit and loss.
- Flexible to coordinate and follow corporate procedures: humble and ready to learn but is an encouraging leader to the team.

Report to ISEI COO

Employment condition: Salary: Based on experience and potentiality.

Welfare and insurance covered according to Indian law

Job Type: Full-time, with 3 months' probation period subject to terminate if performance does not meet company expectation, Hiring timing: ASAP

Application Deadline: November 30,2022