

## **JOB DESCRIPTION: Key Accounts Executive – Edible Oil & Milk**

### **About the job**

#### **Role Description**

This is a full-time on-site role as Key Accounts Executive / Manager – Food & Feed located at New Delhi, Mumbai/Pune, Bengaluru/Hyderabad/Chennai. You will be responsible for driving sales by acquiring and managing Key Accounts (i.e. Manufacturers of Edible Oil, Milk, Fortified Rice, Fortified Flour and other foods, besides manufacturers of Poultry Feed, Cattle Feed, Aquaculture Feed etc.) and ensuring customer satisfaction and revenue growth. You will work closely with cross-functional teams and collaborate with internal stakeholders to achieve sales targets and exceed customer expectations.

#### **Preference**

- Strong knowledge of selling ingredients to manufacturers of Edible Oil, Milk, Fortified Rice, Fortified Flour, besides manufacturers of Poultry Feed, Cattle Feed, Aquaculture Feed

#### **Qualifications**

- Prior experience in sales selling ingredients to manufacturers of Edible Oil, Milk, Fortified Rice, Fortified Flour, besides manufacturers of Poultry Feed, Cattle Feed, Aquaculture Feed
- Excellent communication and negotiation skills
- Ability to work independently and in a team
- Strong analytical and problem-solving skills
- Willingness to travel as required
- Bachelors degree in Food Technology/Food Science/Pharmaceuticals, BBA/MBA marketing, or a related field

Interested? We would love to hear from you at [contact@pmspl.net.in](mailto:contact@pmspl.net.in)

#### **SCREENING QUESTIONS**

Do you have experience of selling Food Ingredients to manufacturers of Edible Oil, Milk, Fortified Rice, Fortified Flour?

Do you have experience of selling Feed Ingredients to manufacturers of Poultry Feed, Cattle Feed, Aquaculture Feed?

Do you have Bachelors/Masters degree in Food Technology/Science?

Do you have Bachelors/Masters degree in Pharmaceuticals?

Do you have BBA/MBA in marketing?