

**JOB DESCRIPTION: Business Development / Key Accounts Executive / Sales Executive – Food & Feed**

## **About the job**

### **Company Description**

The organization manufactures world class Human Food Fortification Premixes, Hygiene Care, and Animal Feed Supplements.

### **Role Description**

This is a full-time on-site role as Business Development / Key Accounts / Sales Executive – Food & Feed located at NZ (New Delhi, Ludhiana/Chandigarh, Lucknow/Kanpur), WZ (Mumbai/Pune), SZ (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 etc., 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
- Bachelor degree in Food Tech/Pharma, Science, BBA/MBA marketing, or a related field

### **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?

**Please Send Your Resume At: [contact@pmspl.net.in](mailto:contact@pmspl.net.in)**