

1.POSITION DESCRIPTION	
Job Position Code:	
Job Title:	Sr. Business Development - B2B Channel- Food & Contract Manufacturing
Job Grade:	
Department:	Sales & Business Development Department
Reports To:	Business Head
Brand	Food Research lab-Global Food & Nutraceuticals Research & Development
About Gpires:	Gpires Solutions Pvt Ltd. Is a Global Research & Development based KPO company. The company has now diversified and extended its reach into several domains. The company has experienced a remarkable growth. Services would include industry and market research, data analytics, branding and marketing. Flexible and cost –effective solutions are provided with maximum impact.
Job Purpose:	<ul style="list-style-type: none"> • The individual in this role will also be known as: <ul style="list-style-type: none"> + Sales Ninja/Guru + Accelerator of IIMED's market impact + Driver of profitable growth + Hunter of opportunities
Work Schedule:	Full Time (Flexible Timings), Monday – Saturday (except second Saturday)
Required Qualification:	Masters/PhD (Business Management) degree in recognized University in Hotel/ Kitchen management (*added advantage)
Required Experience:	Minimum of 4-5 years' experience in related field* [NPD/Contract Research]
Required Knowledge/Skills:	<ul style="list-style-type: none"> • Bachelor's degree required; graduate degree, preferably an MBA, a plus. • Must have previous experience in Food & Nutraceutical Contract Manufacturing • Technical understanding of Medical Device Consumables & FDA Regulations. • Minimum of 7+ years of successful business-to-business sales experience required • Ability to successfully interface at all levels within large corporations • Ability to identify revenue and margin growth opportunity; prepare and propose plans. • Ability to work independently with limited supervision and use of good judgment in making sound business decisions and recommendations. • Proven record of closing profitable negotiations. • Strong analytical and PC skills to include MS Office (Visio, Outlook, Word, Excel, PowerPoint), especially Excel Pivot Tables. If interested in joining a dynamic organization with global presence and applying for this learning opportunity, please apply online at careers@gpires.com

<p>Job Description:</p>	<ul style="list-style-type: none"> • Exp in industry- contract research food, nutraceutical Business development & sales • Maximising brand awareness and communicating new product opportunities, using sales data to drive in store actions • Building relationships with key retail decision makers (department and store managers) • Providing insightful and actionable market intelligence feedback • You'll help in menu development and drive the core range across the sector as well as get heavily involved in marketing activation plans! You'll also be attending regular industry events with your talented new colleagues and being a real ambassador for the business and the brand • Develop insightful and thoughtful strategies for exceptional and sustainable experiences • Closes new business deals by coordinating the requirements; developing and negotiating contracts; integrating contract requirements with business operations. • Protects organization's value by keeping information confidential. • Ensure to meet the targets set and meeting targets on a weekly/monthly basis • Ensuring that work carried out by the team is executed in such a way as to comply with the Quality Management System <p>Ability to establish and maintain effective, trustful working relationships with internal and external stakeholders</p> <p>Position Contributions:</p> <ul style="list-style-type: none"> • Establish a clear territory plan which focuses on prospecting for new accounts. Identify accounts in territory and competitor share • Define and negotiate the terms of the contracts/programs and ensure support and approval from all stakeholders both internally and externally. • Effectively position as an industry leader, expand product reach and promote value-added services. • Good judgment and discretion in managing travel and entertainment expenses to budgeted levels. • Analyze territory and account data, and then develop and implement strategic and tactical account plans to maximize revenue and profitability. • Effectively analyze existing database information and utilize that information to identify buying trends, opportunities and concerns. • Coordinate the available company resources to execute effective account management plan. • Prepare reports and presentations for communicating sales progress, results and activity within account territories. • Create and maintain a pipeline of leads and opportunities through the participation in conferences and business events (virtual or in person). • Responsible for the attainment of established bookings goals and management of business aspects related to the territory or segment (price, margin & expenses). Travel as required, up to 50%. Impact we are looking for in first 90 days • This individual should integrate themselves with internal team members, develop an understanding of their territory, and build their knowledge of our existing products and manufacturing capabilities
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