



Require

BUSINESS DEVELOPMENT MANAGERS

with high energy levels to work in the potential markets of Sudan, South Africa, Kenya, Ethiopia, Mali, Indonesia, Bangladesh & Vietnam by undertaking business/market development activity in each of these countries to achieve short & long term strategies for revenue, profits and growth.

❖ **Job Responsibilities:**

- Establishing & implementing processes for developing the markets for field crops & vegetable crops. Carry out trials, monitor results, conduct farmer meetings & demonstrations.
- Responsible for the sales and marketing within the assigned area. Evaluate market potential of the area, develop business plan and implement action plan to achieve targets.
- Establish and measure customer sales goals, growth of company business with assigned customers, addressing of business and credit issues, and identification of new customers/business opportunities in the country. Interaction with distributors, growers and other related industry personnel.
- Development and implementation of formal marketing and promotional strategies on individual customer basis which are capable of achieving the annual operating plan and budget for the country, consistent with the total company strategic plan.
- Facilitate and help distributors manage overall business function by forecasting sales, establishing market share, evaluate growth potential, and manage inventory. establish, promote and implement action plan to dealers.

❖ **Qualification & Experience:**

Basic Degree in agriculture with Management education. Candidates with 3 years experience in sales and business development function in seed sector will be preferred. Should have the ability to work hands on, result oriented, team player with good planning, organizing, networking and budget control skills.

- ❖ **Location:** Selected candidate must be willing to relocate to a strategic location for seed business in each of the countries mentioned above.

Candidates meeting the above requirements may please apply within ten days to careers@advantaindia.com