

Export and National Sale Executive/Manager

Company: EaffoCare Innovation Pvt Ltd, a start-up incubating in iTIC, IIT Hyderabad is focusing on research and development for innovative yet effective and affordable health care products. As a first milestone, with collaboration with Kea Biotech Pvt Ltd, we have developed four innovative products related to personal/family hygiene (pharmaceutical product according to India Pharmacopoeia) to fight against COVID-19 and bringing to market by end of January, 2021.

Job description

- Manages the export process of hygiene products, and ensures compliances with India and foreign government laws and regulations.
- Business Development in the international markets
- Promote our products in the existing markets and in new markets.
- Analyse and understand new trends in the global market, find and meet new prospective clients.
- Development of select international markets by identifying the right distributor /importer
- Develop and implement new initiatives, strategies, and programs to capture key geographical area across the globe.
- Manages all banking & logistic for export activities and prepare required documents.
- Responsible for Clients Management and Client Development.
- Prepare action plans for effective search for international sales leads and prospects.
- Assist in Business Proposal preparation, Pricing, Offers and handle correspondence, shipping lines, Logistics, claim drawbacks etc.
- Work on time delivery of product and meet customer satisfaction.
- Maintain & Update Records, Reports, Offers & Business Information related to exports.
- Work as a team member collaborating and assisting Team to achieve desired objectives.
- Coordination with an advertising agency for the development of packaging with appropriate labelling and POSM for international markets

Requirement:

- Having Minimum 2+ years of work experience as an export manager similar product line in International Market and their regulation
- Must have good working knowledge Product preparation & Art Work understanding
- Should be fluent in spoken and written English.
- Should know Excel Data analysis and data management.
- Good working knowledge on Procurement

Location

- IIT, Hyderabad

Experience:

- 2-5 years' experience with International Sales of pharmaceutical/hygiene or similar products

Salary:

- 240000-4,00,000 PA.

Education:

UG: B. Pharma- Any Specialization

PG: MBA/PGDM - International Business, Marketing

Key Skills:

- Competent professional with experience in International Marketing and Business Development of similar product
- Export and national Sale management
- Must understand using an online business portal and social media to attract business prospects.
- Proficiency in English, Excellent verbal, and written communication skills
- A team player with a high level of dedication and able to work under pressure.

How to Apply: Eligible candidates should apply with their CV via email to **enarm@bm.iith.ac.in** on or **before 30th January, 2021**, with the subject marked as **“Executive/Manager”**. Candidates will be short listed for the interview based on merit and experience will be informed via email.

Preference: will be given to the candidates having **relevant experience on the above-mentioned work** and capable to join ASAP.