



One of India's leading producers of fertilizers and industrial chemicals,

We are transforming our business through focus on Collaboration beyond boundaries, Relentless Focus on Results, Innovation, and unflinching commitment to deliverables and promises.

We are looking for individuals who enjoy working outside their comfort zone and are ready to accept challenges. We believe in achieving excellence in whatever we do. For this we provide a great degree of support through a combination of best of the systems & processes, employees' capability building and their well-being.

We also place a considerable weightage to individuals who are proactive & self-motivated and have good inter-personal & social skills and have the ability to work in teams.

JOB DESCRIPTION

Designation: AGM - Business Development Manager, IC Marketing

Function: IC Business

Location: Taloja/Navi Mumbai/Pune

Sector: Chemicals

Purpose of the Job:

This role is primarily responsible to build business strategies for Chemicals Business by giving strategic inputs for expanding existing business or developing new business/projects proposals and ensure strategies are executed effectively and efficiently within the stipulated time frame.

The role will also be responsible for helping the Sector Head – Chemicals in driving and championing various change and customer centricity initiatives such as Innovation, business/organizational excellence processes and ensure the implementation of the same.

Overview/ Responsibilities: As a “AGM - Business Development Manager, IC Marketing”, you will be expected to:

Key Accountabilities for the position	Major Tasks for the position
Strategic Planning and Business Development	<ul style="list-style-type: none">• He will be responsible for 2-3 projects.• Conducting trails at customers sites.• Qualifation of products.• Working with R&D/ Technical team on product development.• Pricing negotiation.• Developing marketing collateral.• Signing contract with customers.• Advocacy with state FDA, etc.• Provide strategic inputs to Sector Head for driving business growth across the sector

“We believe together we can achieve excellence! “



	<ul style="list-style-type: none"> • Developing proposals for new business tie ups • Assist Sector Head for execution of new projects / JVs/M&A activities <p>Identifying various possible business opportunities like new products for existing business, new business opportunity.</p>
Business Excellence	<ul style="list-style-type: none"> • Assist Sector Head – Chemicals in moulding and implementing the various change initiatives • Help Sector Head – Chemical embed business excellence processes such as Six Sigma, TPM, TQM, ISO etc. • Coordinate and follow up with the concerned stake holders to ensure implementation of innovative and creative ideas to drive organizational excellence. • Testing the concepts and ideas during incubation period
Business Communication	<ul style="list-style-type: none"> • Prepare and edit correspondence, communication and presentation • Prepare quarterly and annual board presentations and other communication • Conduct market research, assemble and analyze data to prepare reports and documents <p>Review operating practices and implement improvements where necessary</p>
Business Coordination	<ul style="list-style-type: none"> • Coordination of meetings • Maintain follow up on activities to ensure schedules are met • Preparation of agenda for meeting, compile and circulate minutes of meeting, reports etc • Monitoring of monthly operating reports <p>Follow up with concerned individuals for updating current status of their assigned responsibility</p>
Business/Market Analysis	<ul style="list-style-type: none"> • Maintain confidential database, reports and produce MIS as & when required • Based on market research, prepare trend analysis and competitor analysis <p>Data analysis to venture into new business development areas</p>
Administrative Support	<ul style="list-style-type: none"> • Maintain/liasion and coordinate with internal customers and external customers for smooth work flow

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	Provide support to Sector Head in managing outward correspondences, internal memorandums and management of documentation flow
Educational Qualifications	Total years of experience
Graduate in Chemical Engineering and or MBA (Finance/operations) preferable.	5 -7 years of experience of working with top management preferably in Chemicals Sector.
Technical /Functional Expertise:	
<ul style="list-style-type: none">▪ Strong understanding of the Chemicals Business operations and business dynamics▪ Knowledge of financial and business analysis models / tools▪ Knowledge of MS Office 2007▪ Sound knowledge of Six Sigma, TPM, TQM, ISO and other quality improvement initiatives	

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