

Job Description

Position: Business Development Executive

Established in 2003, GroupG Asia Pacific, headquartered in Singapore, is a group of companies committed to delivering comprehensive, sustainable, and cutting-edge specialty ingredient solutions across the food, cosmetic, pharmaceutical, feed & farm sectors. With over 20 years of industry experience, we are known as a reliable partner, collaborating with top manufacturers and providing consulting services worldwide and nationwide.

As we enter a new phase of growth and progress, our goal is to be ranked among the top 5 companies in Asia by 2030. In pursuit of this vision, we actively look for talented individuals to join our team. Together, we will lead our strategic initiatives, shaping the future trajectory of our company and establishing new benchmarks of excellence in our fields.

To find out more about GroupG Asia Pacific, please visit our website at <https://www.groupg.com.sg>. Join us as we pave the way for innovation and success in the years ahead!

Responsibilities

1. Key Account Management

- Build and maintain strong relationships with key B2B customers.
- Understand the specific needs and preferences of key accounts and provide customized solutions to meet their requirements.
- Act as the main point of contact for key accounts, ensuring their satisfaction, addressing any concerns, and seeking opportunities for upselling or cross-selling.

2. Business Development

- Identify and pursue new business opportunities within the Food/Cosmetics ingredients B2B market, targeting potential clients and developing new customer relationships.
- Conduct market research, prospecting, and lead generation activities to expand the customer base.
- Collaborate with marketing and product teams to develop targeted campaigns and initiatives to attract new customers.

3. Sales Presentations and Negotiations

- Conduct compelling sales presentations and product demonstrations to showcase the value and benefits of the company's offerings.
- Negotiate pricing, terms, and contracts with customers, aiming to maximize sales revenue and profitability.
- Collaborate with internal teams to ensure smooth and efficient order processing, timely delivery, and exceptional customer service.

4. Sales Reporting and Analysis

- Track and analyze sales data, market trends, and customer insights to evaluate sales performance and identify areas for improvement.
- Prepare regular sales reports, forecasts, and insights to provide visibility to the management team.
- Utilize CRM software and other sales tools to manage customer interactions, track leads, and maintain accurate records.

Qualifications

- Bachelor's degree in Food manufacturing, Food Science, Food Technologist, Food microbiology, Sensory evaluation, Food Analysis, Cosmetic Chemistry, Analytical Chemistry, Biochemistry, Chemical Engineering, International Business, Marketing or Business Management.
- 1-2 years experience in B2B business (food/cosmetics industry, preferably in food/cosmetics ingredients).
- Analytical mindset and the ability to interpret sales data, market trends, and customer insights.
- Fluent in English, verbal and written.

If you would like to apply for the job, send your resume and cover letter to [**pnc@groupg.com.sg**](mailto:pnc@groupg.com.sg)