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CIN: L51909MH2013PLC381314

Job Title: Business Development Executive – Ready to Mix Beverages

Location: VidyaVihar West, Mumbai, Maharashtra Company: Valencia Nutrition Ltd.

Employment: Full Time

Job Overview:

We seek a dynamic and driven Business Development Executive for our Ready-to-Mix Beverage segment in the FMCG sector. This role is crucial for growing our innovative beverage offerings, expanding our market presence, and building long-lasting partnerships with distributors, retailers, and B2B clients. As a Business Development Executive, you will play a key role in identifying new market opportunities, building relationships with key stakeholders, and implementing strategies to achieve sales targets.



CTC: 4-6 LPA



**Accommodation
will be provided for
outstation students**



**Breakfast, Lunch and
High tea will be
provided**



**Creative freedom
and Enriching hands
on experience**

Key Responsibilities:

- Conducted in-depth market research, analyzed sales data, and monitored trends to inform sales strategies and identify opportunities for ready-to-mix beverages.
- Drive sales across multiple channels (B2B, retail, e-commerce), meet sales targets, and build strong partnerships with distributors, retailers, and key clients.
- Collaborate with marketing, supply chain, and product teams, provide product training, and maintain detailed reports and CRM records for ongoing strategy alignment.

Qualifications:

- Bachelor's degree in Business Administration, Marketing, or a related field (MBA preferred but not mandatory).
- Deep understanding of the FMCG sector, particularly in beverages, with insights into market trends, distribution networks, and sales strategies.
- Familiarity with CRM systems and proficiency in MS Office (Word, Excel, PowerPoint).

Application:

- Submit updated resume, cover letter and portfolio to maharshi.soni@valencianutrition.com

BOUNCE
SUPERDRINKS

ROAR
ENERGETIC BEVERAGES

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