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CIN: L51909MH2013PLC381314

Job Title: Business Development Executive – Commercial Vending Machines

Location: VidyaVihar West, Mumbai, Maharashtra

Company: Valencia Nutrition Ltd.

Reports to: Business Development Manager

Employment Type: Full-time

Job Overview:

We seek a dynamic and results-driven Business Development Executive to grow our commercial vending machine operations in the FMCG beverages sector. The candidate will play a key role in identifying opportunities, building relationships with clients, managing the deployment of vending machines, and driving sales through these channels.



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:

- Conduct market research to identify potential clients and high-traffic locations for beverage vending machine placements and generate leads for business growth.
- Develop and implement sales strategies to achieve revenue targets, manage client relationships, and oversee contract negotiations.
- Collaborate with teams to deploy vending machines, ensure proper stock and operations, and track sales performance to optimize placements and profitability.

Qualifications:

- Bachelor's degree in Business Administration, Marketing, Sales, or a related field.
- Strong understanding of the FMCG industry, particularly in beverages.
- Proven track record of achieving sales targets and growing client portfolios.
- Proficiency in Microsoft Office Suite (Excel, PowerPoint, Word) and CRM software.

Application:

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

BOUNCE
SUPERDRINKS

ROAR
ENERGETIC BEVERAGES

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