

Business Development Executive

Sridhatri Agri Sciences LLP

Location: Bengaluru, Karnataka (Hybrid)

Job Type: Full-time

Experience: 2 to 5 years

About

At Sridhatri, we connect farmers practising quality-conscious cultivation with manufacturers seeking turmeric and ginger that meet their quality requirements, supporting fair returns for farmers through reliable sourcing and consistent service.

Key Responsibilities

- Identify prospective customers and convert business opportunities into orders.
- Build relationships with procurement heads and key decision-makers, leveraging industry contacts to acquire customers.
- Understand customer requirements for product quality, varieties, forms, volumes and pricing.
- Coordinate with customers and sourcing partners to align quality, availability, pricing and supply requirements.
- Develop repeat business and lasting customer relationships.

Candidate Profile

- 2 to 5 years of B2B sales/business development experience, preferably in turmeric, ginger or spices.
- Existing contacts in botanical ingredients, herbal extracts, nutraceuticals or supplements are a strong advantage.
- Good product knowledge, communication, negotiation and relationship-building skills, with a proactive, target-oriented approach to customer acquisition and order conversion.
- Willingness to travel in South India as needed.
- Good spoken and written English; Kannada, Tamil, and Malayalam are added advantages.
- Bachelor's or master's degree in International Business, Agriculture, Marketing or a relevant field preferred.
- Early joiners preferred.

What We Offer

- **Performance-Based Incentives:** Linked to individual and overall company performance.
- **Medical Insurance:** Coverage as per company policy.

Contact: Manjusha | 9741401031 | manjushagadipati@yahoo.co.in