

Business development executive

GormalOne LLP. Mumbai IN

GormalOne is a Agri tech enterprise with a vision to make farming highly profitable for the smallest farmer, thereby ensuring India's "Nutrition security". Our mission is driven by use of advanced technology. Nitara, our Flagship product is an Artificial intelligence-led Dairy focused technology platform focused on data-driven dairying and fostering collaboration among Dairy stakeholders for informed decision making and improved outcomes through Digitization. We are looking for people, who are keen to use their skills to transform farmers lives. You will join a highly energised and competent team which working on advanced global technologies.

We are looking for a dynamic and experienced Business Development Executive (BDE) to join our team in the Agri/Dairy industry. The ideal candidate will have a strong background in dairy product procurement, milk procurement, or dairy equipment marketing, along with excellent communication and interpersonal skills. This role requires flexibility to travel and work in various locations as needed.

Responsibilities:

- Interact with existing and potential customers to build and maintain strong relationships.
- Arrange and conduct farmers' meetings at milk collection points, promoting and publicizing our products.
- Organize meetings with key clients and diligently follow up on discussions and agreements.
- Work closely with field execution teams to ensure smooth implementation of marketing and procurement strategies.

Required Skills and Qualifications:

- **Mandatory:** Experience in a dairy company, with a focus on dairy product procurement, milk procurement, or dairy equipment marketing.
- Excellent communication and interpersonal skills.
- Flexibility to travel and work in different locations as required.
- Long-term commitment to the role and the company.
- Qualification: Graduate or Dairy diploma with a minimum of 3 years of relevant experience.
- Working knowledge of MS Office applications.

Desired Candidate Profile:

- Proven ability to interact and build relationships with farmers and clients.
- Strong organizational and planning skills.
- Ability to work independently and as part of a team.
- Commitment to delivering high-quality results and meeting deadlines.
- Passion for the Agri/Dairy industry and a keen understanding of its dynamics.

Additional Requirements:

- Flexibility to travel frequently.
- Strong problem-solving skills and the ability to adapt to changing circumstances.

Preferred requirements

- Degree in Agribusiness Administration, Marketing or relevant field.
- Effective presentation skills.
- Minimum 3 years of experience working in the agriculture/ Dairy/ AgriTech market.
- Prior Business development experience in agri tech products will be given an advantage.

Kindly note: Salary shall be commensurate with qualifications and experience

Interested candidates can send their profile to hr@gormalone.com

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