

City Business Head Bengaluru

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Company: Pakka

Location: bangalore

Category: other-general

CITY BUSINESS LEAD - BENGALURU

LOCATION - BENGALURU

Company description

At Pakka limited, we're on a mission to revolutionize packaging with a line of fully compostable paper products. We are working towards creating a future where food wraps, carriers, and service ware that nourish the earth instead of filling landfills. It's a delicious way to make a difference, and we're looking for passionate people to join this journey.

Chuk, an offering of Pakka, is the go-to choose for major restaurant chains like Haldirams, Bikaner; QSRs, retails chains like Lulu, Dmart, cloud kitchens, catering & event companies, who wants sustainable, convenient options for their foodservice needs. And that's where you come in!

Role description

This is a full-time on-site role as a city business head for Chuk. As a city business head, you will be responsible for overseeing and managing the operations and growth of Chuk. This includes developing and executing business strategies, building, and maintaining relationships with customers and partners, driving sales and revenue, managing a team, and ensuring operational excellence.

Key responsibilities

- Has clear understanding of the product & food service category understanding
- Demonstrates excellence in sales thereby drive sales process from planning to closure
- Ensure consistent profitability for each product, partner, customers & optimum pricing in marketplace
- Identifies partners for the assigned territory and establish a strong distribution network
- Build deep customer relationship and work towards delight creation, customer retention and nurturing
- Has a notch for resolution of customer grievances and maintain transparency of business
- Can create comparatives and clear dashboards enabling decisions supported through DSS
- Clearly forecast trends based on objective data analysis and market understanding
- Deep understanding of competition, abilities and plans forward
- New product identification, development, and introduction
- Can understand needs & complete product space in the compostable food services and identification of customer desire
- Coordinates, align and work in synchronization across departments to ensure efficacy in implementation
- Understands the ethos of the brand and its application

Qualifications

Experience required – 8-10 years

Proven experience in business development, sales, or a similar role

Strong leadership and management skills

Excellent communication and interpersonal skills

Understanding of sustainability practices and commitment to environmental stewardship

Bachelor's degree in business, marketing, or a related field

Experience in the packaging & container or food packaging industry is a plus

Why pakka?

Join a passionate team making a real difference in the world.

Work in a fun, collaborative environment where your ideas are heard.

Grow your skills and knowledge with ongoing learning and development opportunities.

Be part of a brand that truly cares about people and the planet.

Sound like your kind of adventure? We'd love to hear from you!

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