

International Marketing Executive

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Company: Oceanic Pharmachem Pvt Ltd

Location: mumbai

Category: other-general

Company Description Oceanic Pharmachem Pvt Ltd (OPPL), located in Mumbai, India, is a certified ISO 9001:2008 company that specializes in catering to the pharmaceutical and fine chemicals requirements of multinational and international companies. OPPL offers a wide range of products including APIs, Bulk Drug Intermediates, Specialty Chemicals, Pellets, DC Granules, Veterinary Products, Herbal Extracts, and Finished Formulations. With extensive experience in the industry, OPPL has facilitated manufacturers in obtaining registrations in Japan, Korea, and Europe. The company is actively involved in developing specialty chemicals for the electronic and photographic industries.

Role Description This is a full-time on-site role for an International Marketing Executive located in Mumbai. The International Marketing Executive will be responsible for international marketing and sales, conducting market research, and managing international business opportunities.

Research and identify new business opportunities - including new markets, growth areas, trends, customers, partnerships, products and services and develop new ways of reaching existing markets.

Business Development, Analyse Market Competition, Market Strategy considering competitor presence.

Cold calling to international customers (Min 30 effective calls a day)

Maximize business with the existing international customers through regular order and delivery.

Retain good relationship with customer to maximize the business.

Managing existing potential customers for future long-term business

Communicate & negotiate effectively both internally & externally.

Analyse the industry trend and working on new product Basket for future.

Strategic alliance & collaboration for potential partners. Will get an opportunity to visit / explore exhibitions.

Act as a single point of contact for clients.

Qualifications International

Marketing, International Sales, and Market Research skills
Experience in international business
Sales skills
Excellent communication and negotiation skills
Ability to work well in a team
Strong analytical and problem-solving skills
Fluency in English and other languages is a plus
Bachelor's degree in Marketing, Business, or related field

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