

VP - International Business Development (Security Seal)

[Apply Now](#)

Company: Select Global Solution

Location: India

Category: other-general

VP - International Business Development (Security Seal)

India, India

Job Description

Our client is specializing in the production and supply of high-quality indicative security seals.

Job Description

• Overall responsibility for the International Sales function

- Drive the overall International P&L along with management
- Develop and execute the business plan to achieve financial and business goals
- Create, manage and own a sales funnel right from lead identification to sales closure
- Develop strategies and penetrate new regions/territories / Industries to capture more customers to achieve/exceed given targets
- Hire, train and manage/motivate a team with relevant KPIs/KRAs, take initiatives to build a robust department
- Coordinate with other departments such as production, accounting and/or HR to ensure that operations are compliant with local country laws and regulations

• Develop marketing strategies to grow the business incl. new product/solution development

- Competition analysis and strategies to counter competition
- Evaluate existing markets, market sizes, trends, prices and collate information to identify

potential markets

- Identify, onboard and train a network of global sales/distributor/agents in order to achieve business plan
- Manage channel partners and distributors and coordinate with them to realize the AOP
- Understand customer needs, and build solutions to solve customer pain points that contribute to revenue
- Develop marketing collaterals and content to supplement sales strategy
- Generate management reports and analysis
- Manage key internal/external stakeholders

Qualification:

Graduate with MBA degree

Must have worked for a growth phase B2B Product Company

8+ years of experience in International sales and marketing function

Excellent communication (verbal and written), presentation and negotiation skills

Analytical mindset, Strong Team Player, Detailed and Number Oriented

Relationship management skills

Prior experience in working with a manufacturing firm (some technology experience is a plus)

Required Skills

B2b Sales, International Sales, Key Account Management, Market Research, Competition Analysis

[Apply Now](#)

Cross References and Citations:

1. [VP - International Business Development \(Security Seal\)](#) [TruckjobsnearnemJobs India](#) [Truckjobsnearnem](#)

2. [VP - International Business Development \(Security Seal\)](#) [Searchcanadajobs Jobs](#)

India Searchcanadajobs ↗

3. VP - International Business Development (Security Seal) Personaltrainerjobs Jobs

India Personaltrainerjobs ↗

4. VP - International Business Development (Security Seal) Servicemanagementjobs

Jobs India Servicemanagementjobs ↗

5. VP - International Business Development (Security Seal) Searchamericanjobs Jobs

India Searchamericanjobs ↗

6. VP - International Business Development (Security Seal) UnitedstatesjobsJobs

India Unitedstatesjobs↗

7. VP - International Business Development (Security Seal) Mexicojobs Jobs India

Mexicojobs ↗

8. VP - International Business Development (Security Seal) Hondurasjobs Jobs India

Hondurasjobs ↗

9. VP - International Business Development (Security Seal) AgilejobsnearmeJobs

India Agilejobsnearme↗

10. VP - International Business Development (Security Seal)StockholmjobsJobs India

Stockholmjobs↗

11. VP - International Business Development (Security Seal)Seasonaljobs Jobs India

Seasonaljobs ↗

12. VP - International Business Development (Security Seal)Chinajobs Jobs India

Chinajobs ↗

13. VP - International Business Development (Security Seal)Iraqjobs Jobs India

Iraqjobs ↗

14. VP - International Business Development (Security Seal)Financialjobs Jobs India

Financialjobs ↗

15. VP - International Business Development (Security Seal)Colombiajobs Jobs India

Colombiajobs ↗

16. VP - International Business Development (Security Seal)DatascientistjobsJobs

India Datascientistjobs↗

17. VP - International Business Development (Security Seal)SchoolcounselorjobsJobs

India Schoolcounselorjobs↗

18. VP - International Business Development (Security Seal)Therapistjobs Jobs India

Therapistjobs ↗

19. Vp - international business development (security seal) Jobs India ↗
20. AMP Version of Vp - international business development (security seal) ↗
21. Vp - international business development (security seal) India Jobs ↗
22. Vp - international business development (security seal) Jobs India ↗
23. Vp - international business development (security seal) Job Search ↗
24. Vp - international business development (security seal) Search ↗
25. Vp - international business development (security seal) Find Jobs ↗

Source: <https://in.expertini.com/jobs/job/vp-international-business-development-security--india-select-global-soluti-61d12cbb09/>

Generated on: 2024-05-03 by Expertini.Com