**Job Title: Business Manager**

**Location:** National Co-operative Exports Limited (NCEL), Delhi

**Reporting**: Managing Director, NCEL

**Company Description**

National Cooperative Exports Limited (NCEL) is a distinguished National-level co-operative created with the approval of the Union Government and the Ministry of Cooperation in 2023 and registered under the Multi-State Co-operative Societies Act, 2002. It is promoted by five prominent co-operative institutions -

The Gujarat Co-operative Milk Marketing Federation (GCMMF, popularly known as the AMUL), Indian Farmers Fertiliser Cooperative Limited (IFFCO), Krishak Bharati Co-operative Limited (KRIBHCO), National Agricultural Co-operative Marketing Federation of India Limited (NAFED), and National Co-operative Development Corporation (NCDC).

**Job Summary:**

We are seeking a highly qualified and motivated Business Manager to lead the handling of exports of one or more Agri commodities such as wheat, rice, sugar, pulses, spices, tea/coffee, dairy products, organic products, cotton, edible oil, fruits and vegetables. The candidate will be expected to get orders from international markets and work towards executing procurement, as well as exports of the assigned commodities. Knowledge of commodity sourcing of the abovementioned Agri commodities, different Agri trading platforms and the working of co-operatives is essential. The candidate should understand agribusiness management, have supply chain knowledge, be familiar with commodity trading, and understand grass-root organisational dynamics and management of farmer collectives. Prior experience in and focus on agricultural economics, dairy, fisheries, F&V, animal husbandry will be advantageous.

**Key Responsibilities:**

* **Market Analysis and Strategy Development:**
  + Conduct comprehensive market research to identify emerging trends, opportunities, and competitive landscape in the agriculture commodities sector.
  + Develop and implement strategic business plans to drive export sales and market expansion.
  + Identify and target potential international markets and customers to increase sales volume.
* **Business Development:**
  + Build and maintain strong relationships with key stakeholders, including suppliers, buyers, and industry partners.
  + Negotiate and close high-value contracts with international clients and distributors.
* **Sales and Revenue Management:**
  + Achieve sales targets and contribute to the company’s revenue growth by increasing export volumes.
  + Monitor sales performance, analyse sales data, and provide regular reports to senior management.
  + Develop and implement pricing strategies to maximize profitability while remaining competitive in the market.
* **Compliance and Risk Management:**
  + Ensure compliance with all export regulations, documentation requirements, and international trade laws.
  + Manage and mitigate risks associated with international trade, including currency fluctuations, geopolitical factors, and supply chain disruptions.
* **Team Leadership and Development:**
  + Lead and mentor a team of business development executives to achieve their sales targets and professional growth.
  + Foster a collaborative and high-performance work environment.
  + Provide training and development opportunities to enhance the team’s skills and knowledge.

**Qualifications:**

* Bachelor’s degree in Business Administration, Agriculture, International Trade, or a related field. A Master’s degree is preferred.
* Minimum of 7-10 years of experience in business development, sales, or export management within the agriculture commodities sector.
* Proven track record of successfully developing and executing export strategies and achieving sales targets.
* Strong understanding of international trade regulations and export documentation.
* Excellent negotiation, communication, and interpersonal skills.
* Ability to analyse market trends and data to make informed business decisions.
* Experience in team leadership and mentoring.
* Proficiency in Microsoft Office Suite and CRM software.
* Willingness to travel internationally as required.

**Skills:**

* Strategic thinking and planning
* Strong analytical and problem-solving skills
* Excellent negotiation and sales skills
* Leadership and team management
* Effective communication and presentation skills
* Knowledge of international trade laws and regulations
* Ability to work independently and in a team

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