**Job Title: Senior Business Executive**

**Location:** Delhi

**Reporting:** Managing Director

**About Us:**

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 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 Senior Business Executive to join our agriculture commodities export organisation who will work in a team handling 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 ideal candidate will have a deep understanding of the agriculture sector, a proven track record in business development, and the ability to drive growth in international markets. This role requires strong leadership, excellent communication skills, and a strategic mindset to expand our market presence and drive the company’s export initiatives. The ideal 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.
	+ Assist in developing and implementing 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.
	+ Assist in negotiating and closing high-value contracts with international clients and distributors.
* **Sales and Revenue Management:**
	+ Assist in achieving 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.
	+ Assist Business Heads in managing and mitigating risks associated with international trade, including currency fluctuations, geopolitical factors, and supply chain disruptions.

**Qualifications:**

* Bachelor’s degree in Business Administration, Agriculture, International Trade, or a related field. A Master’s degree is preferred.
* 2-5 years of experience in business development, sales, or export management within the agriculture commodities sector.
* 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.
* 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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