



Unique Biotech Limited

Role: Manager-Technical Sales - Food & Nutra

Job description

Promote nutra/pharmaceutical product sales through effective interaction with organizations with the help of a team of representatives/ managers to increase the awareness and use of the company's products.

Responsibilities

- Ability to concept sell our probiotics in various food applications.
- Assist the Customers technically from Concept to Commercialization stage of the Product wherever required.
- Responsible for developing the Annual Marketing and Sales plan.
- Responsible for submission of on time and competitively priced quotations to the requested prospective customers.
- Responsible for meeting the projected Sales target
- Develop strategies to approach potential customers and increase sales
- Working closely with the management to share funnel conversion improvement ideas, feedback & present results.
- Assess the market, develop business plans and facilitate commercialization of the new products/business.
- Ability to Identify, explore and implement marketing strategies, and analyze trends and results.
- Develop the core positioning and messaging for the Product
- Responsible for market research information on current and prospect product segments.
- Prospect for new business

- Maintain detailed records of all contacts and meetings and creating reports when needed
- Keeping updated with the competitors products, service offerings and activity
- Establish and maintain effective working relationships with all company support departments.
- Working closely with the management to share funnel conversion improvement ideas, feedback & present results.

Requirements

- Bachelor's/Master's degree in Food/Dairy Technology with Sales experience
- 4-6 years experience as Technical Sales Manager in Food & Nutra
- Awareness of Food Safety Management
- Good product knowledge

Key Competencies

- Interpersonal and communication skills
- Persuasive ability
- Planning and organizing skills
- Problem-analysis and problem solving skills
- Judgment and decision-making skills
- Negotiation skills
- Presentation skills
- Resilience
- Adaptability
- Integrity

About Us

Unique Biotech Limited (UBL), situated in Hyderabad, India, has been a pioneer in the probiotic industry since 2001.

As one of the largest probiotics manufacturers and probiotic suppliers in Asia, we have expertise and capabilities in providing high-quality probiotic solutions aimed at improving health and wellness through microbiota management. UBL collaborates with business partners, research institutes, and hospitals across the globe, to provide documented, safe, and clinically proven probiotic formulations for various indications.

Reach Out to us on hr@uniquebiotech.com or +91-7288057775