

Business Development Manager - F&B Client Focused

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Company: Michael Page

Location: Indonesia

Category: other-general

Business Development Manager - F&B Client Focused High Exposure Well Known

Company About Our Client Our client is a well known Water Treatment Chemical

company. Job Description Prospecting for potential clients and convert them into increased

business opportunities. Identify new business opportunities - including growth areas, trends,

customers, products, and services. Managing significant deal volume and target account

pipelines. Presenting new products and services to improve existing relationships. Engaging

internal and external contacts. Recognizing opportunities for services, and campaigns that

will result in sales. Developing and executing strategic sales plans, targeting prioritized

opportunities. Leveraging knowledge of industry and sales experience to establish credibility

with current and prospective customers. Providing timely and accurate sales forecasts to

inform management's strategic decision-making, and to reflect appropriate management of

the territory and sales pipeline. Collaborating with internal stakeholders to win new

business. Transitioning customers to account management team responsible for post-sales

support The Successful Applicant Bachelor's degree in food science, biotechnology,

microbiology, chemical engineering, chemistry, or a related field. 5+ years of experience in

food manufacturing (Production/ QA/ QC or others is preferable or 5+ years of experience in

sales or business development in Food & Beverage segment or Food safety product

portfolio is preferable. Having high -Wide -Deep relationship with the Food & Beverage

customer. Experience in developing and executing business plans, identifying and qualifying

new leads, and negotiating and closing deals. Strong understanding of the food industry and

the competitive landscape. Excellent communication and interpersonal skills. Proficiency in

Microsoft Office Suite and CRM software. Ability to travel frequently. Bilingual or multilingual skills are a plus. We don't just accept difference - we celebrate it. We encourage applicants from all backgrounds to apply for this role and are committed to building inclusive, diverse workplaces where everyone can thrive. If you require any support or reasonable adjustments during the recruitment process, please let us know .

IDR80,000,000 - IDR150,000,000 per month (IDR960,000,000 - IDR1,800,000,000 per year)

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