



POSITION : Business Development (Life Sciences Ingredients and Specialty Chemicals)

Location : Noida

Business Development (Life Sciences Ingredients and Specialty Chemicals), will be responsible for new business development in specialty and fine chemicals to customers in India, achieving Exports Sales Targets for assigned products and markets. The incumbent will be responsible for discussing and negotiating contracts with suppliers, customers, external-manufacturing tolling plants to develop new business, liaise with external and internal stakeholders of the company to ensure timely sales and collection as per agreed schedules.

KEY RESPONSIBILITIES

1. Export Sales

- i) Prepare Monthly, Quarterly, Annual Operating Plans & Achievement of sales objectives
- ii) Develop strong relations with key customers
- iii) Ensure timely deliveries to customers.
- iv) Play lead role in coordination for shipments with manufacturing plant, suppliers, for deliveries in bulk, packed and containerized sales as per customer's quality and other specific requirements
- v) Define stocks, debtors, collections norms and adherence to the same
- vi) Monitor Competition and Analyze Demand-Supply Balances of all products in Target Markets.
- vii) Product wise Market Research (incl. industry imports/exports) to identify market gaps for introducing new products

2. New Business Development

- i) Business Intelligence to track imports/exports in target markets (Collect Market Information thru Secondary Research, Subscribed News Databases and Industry Journals & Periodicals)
- ii) Tracking Competitors (thru their annual reports, balance sheets, news, other secondary sources)
- iii) Support Strategy Formulation of the company
- iv) Analyze Product-wise Sale, Selling Prices, Trend Analysis, Variances in Purchase and Selling Prices, Quantities
- v) Prepare Business Performance Review (BPR) Presentations

Candidate Profile

Following are the required qualifications and attributes of the candidate:

- i) A Science Graduate (**preferably Chemistry**)/**Chemical Engineer** from a reputed institute;
- ii) An **MBA** from a reputed institute will be necessary;
- iii) **Prior Experience** in international sales, **Trading and Logistics** in petrochemicals / specialty bulk chemicals
- iv) Strong analytical and presentation skills
- v) A self starter and a team player, mature individual with strong values
- vi) Excellent negotiation skills



About Bloomchemag

BloomchemAG is an acronym which conveys our area of operation and expertise:

- **Bloom** means flowering, growing
- **Chem** is from Chemistry and
- **AG** is from Agriculture

Bloomchemag represents Global firms in Food, Agri & Life Sciences Sectors, particularly in CRAMS (Contract Research & Mfg. Services), with an aim to increase their footprint in Indian subcontinent, and conversely support Indian and other Asian specialty chemical producers to scale-up their operations and gain larger share of global markets. This is made possible by leveraging our knowledge of customers' requirements, international markets and expertise in supply chain.

Our Vision

Bloomchemag's vision is to be a Reliable CRAMS player and Outsourcing and Distribution Partner for Global firms by offering Products and Services like Required Regulatory & Importation, Storage & Selling Infrastructure, Business Development, Sales Promotion and Distribution by Providing end-to-end Logistics till Customers' Door step globally.

Our Mission

We aim to closely work with global suppliers and create value for them and for our global customers through our knowledge, focus and entrepreneurial approach. We offer product solutions to our clients by understanding their manufacturing processes, studying the sourcing markets for their various intermediates in diverse sectors such as Packaging and Films, Food ingredients, Solvents, Consumer care, Textiles, Dyes, Pigments, Pharma, Human and Animal Health & Nutraceuticals, Crop protection chemicals etc.

Geographic Focus:

Currently Europe, followed by Africa, are our key markets – and we need to grow our business in India and to Americas.

With our deep understanding of global markets, we support Asian Producers by exporting their chemical intermediates to global customers, particularly to European and African countries. We also handle strategic outsourcing for our European clients, benefiting them from Asian cost advantage.

Our Focus Portfolio:

- Acetyls as Ethyl acetate, Acetic anhydride, Butyl acetate, Monochloroacetic acid (MCA), Sodium Monochloroacetate (SMCA), Normal propyl acetate, Isopropyl acetate, Acetic acid, Vinyl acetate Monomer (VAM)
- Propylene, Ethylene based Glycol Ethers and acetates, Plasticisers
- Paints and Coatings specialties and Solvents such as Acetone, MEK, SBA, Toluene, Isopropyl alcohol, Epoxy Diluents, Flooring Curing
- Flavors and Fragrances, Cosmetics ingredients as Benzyl alcohol, SLES 70%, Pine Oil
- Agri-nutrition, Food and Feed additives – Castor oil, Neem Oil, Sorbitol, Mannitol, Sebacic acid
- Surfactants, Specialty Chemicals as Methylene chloride, Aluminium chloride, TDI, Silica