

## JOB DESCRIPTION

COMPANY: **Godfrey Phillips India Limited**

FUNCTION: **BUSINESS DEVELOPMENT**

DEPARTMENT: **INTERNATIONAL BUSINESS DIVISION**

PROPOSED JOB TITLE: **Manager- Business Development** POSITION LEVEL / JOB BAND: **MANAGER**

This job will REPORT TO: **GM/VP- Business Development**

### **Key Responsibilities:**

1. To develop business for exporting Cigarettes and Cut tobacco out of India to factories and customers located in specified countries/regions.
2. To source FMCG products post short listing quality manufacturers across various countries which can be marketed in India through our channel of distribution, which is retail, wholesale, HORECA (Hotel, Restaurant & Cafeteria) and Modern Trade.
3. To explore possibility of exporting and importing commodities/consumer products between India/Europe which have business potential.
4. To liaison with local authorities, government officials and industrialists to develop new business potential for GPI.

### Person Specification:

Age **30-35 years.**

Experience & Industry **MBA/IIFT with sufficient experience in International Trade  
The candidate should be preferably from Cigarette Industry or trading companies in commodities and FMCG Products.**

**The Candidate should be an Indian with knowledge of Language (for China-Mandarin, for Latin America- Spanish, for Eastern Europe- Italian/French/German).**

**The Candidate should have an experience of 6-10 years.**

Location **India**

CTC **Commensurate to competence and experience**

CV's to be mailed to Ms. Shilpa Talwar at [stalwar-gpi@modi.com](mailto:stalwar-gpi@modi.com)