



BHARAT ENGINEERING COMPANY

(AN ISO 9001:2015 CERTIFIED COMPANY)

Job Opening - Exports / International Business

Position - Regional Manager - Exports

Location - Karnal (Haryana)

Minimum Experience - 5 years

Company - Bharat Engineering Company (Universal Implements)

Candidate must possess:

- Excellent oral and written communication skills
- Proven experience in identifying target markets
- Analytical skills to forecast and identify trends and challenges
- Prior Experience in Exports Department (Mandatory)
- Well-versed with the Export procedure, Letters of Credit, Incoterms, etc.

■ Job Responsibilities:

- 1) Appointing Key Distribution Partners in International Markets .
- 2) Establishing the Entire Product Portfolio in the Key Markets.
- 3) Establishing Strong Brand in the Targeted Markets.
- 4) Coordinating with other Business Functions like R&D, Product Marketing, Service, Commercial & Logistics Team to ensure that Key Partner's Needs are well taken care of in time.
- 5) Driving Revenue ramp up by Developing & Establishing Strong Distribution Network.
- 6) Market Intelligence & Competition Information Track.
- 7) Category wise Competition wise Price Benchmarking.
- 8) Market Research & Competition Mapping.