Job Description

Position: Cosmetics Business Development Manager

Established in 2003, GroupG Asia Pacific, headquartered in Singapore, is a group of companies committed to delivering comprehensive, sustainable, and cutting-edge specialty ingredient solutions across the food, cosmetic, pharmaceutical, feed & farm sectors. With over 20 years of industry experience, we are known as a reliable partner, collaborating with top manufacturers and providing consulting services worldwide and nationwide.

As we enter a new phase of growth and progress, our goal is to be ranked among the top 5 companies in Asia by 2030. In pursuit of this vision, we actively look for talented individuals to join our team. Together, we will lead our strategic initiatives, shaping the future trajectory of our company and establishing new benchmarks of excellence in our fields.

To find out more about GroupG Asia Pacific, please visit our website at https://www.groupg.com.sg. Join us as we pave the way for innovation and success in the years ahead!

Responsibilities

1. **Sales Strategy and Planning:**
   - Develop and implement sales strategies to achieve revenue targets and market share goals.
   - Analyze market trends, competitor activities, and customer feedback to identify growth opportunities.

2. **Customer Relationship Management:**
   - Build and maintain strong relationships with key customers, understanding their needs and providing tailored solutions.
   - Conduct regular meetings and presentations to communicate product offerings, promotions, and industry updates.

3. **Team Leadership:**
   - Lead, motivate, and manage a sales team, providing guidance, training, and support to meet individual and team targets.
   - Foster a collaborative and results-driven culture within the sales team.

4. **Product Knowledge:**
   - Stay updated on industry trends, product innovations, and regulatory changes related to cosmetic & pharmaceutical ingredients.
   - Train the sales team on product features, benefits, and competitive advantages.

5. **Sales Forecasting and Reporting:**

- Monitor and analyze sales performance metrics, providing regular reports to senior management.
- Develop accurate sales forecasts and budgets, adjusting strategies as needed.

6. **Market Research:**
   - Conduct market research to identify new business opportunities and potential customers.
   - Provide insights on market trends, customer preferences, and competitive landscape.

7. **Collaboration:**
   - Work closely with marketing and supply chain teams to ensure alignment and effective communication.
   - Collaborate with internal stakeholders to address customer inquiries, resolve issues, and improve overall customer satisfaction.

Qualifications

- Bachelor's degree in Cosmetic Chemistry, Analytical Chemistry, Biochemistry, Chemical Engineering, International Business, Marketing, or Business Management.
- 3-5 years experience in B2B business (preferably in cosmetic ingredients).
- Analytical mindset and the ability to interpret sales data, market trends, and customer insights.
- Ability to travel as needed to meet with customers and attend industry events.
- Familiarity with CRM software and sales analytics tools.
- Fluent in English, verbal and written.

If you would like to apply for the job, send your resume and cover letter to **pnc@groupg.com.sg**