

# TRADOLOGIE.COM

## Urgent Hiring

<b>Role:</b>	Manager- International Sales
<b>Designation:</b>	International Business development Manager
<b>Experience Required:</b>	3 Years
<b>Job Type:</b>	Full Time
<b>Location</b>	Sector 62, Noida

## About Tradologie.Com

Tradologie.com is a next-generation B2B agro-commodity platform that leverages cutting-edge SaaS and AI technology. Our platform facilitates global transactions for a wide range of bulk agricultural commodities, such as rice, wheat, sugar, pulses, spices, edible oil, dry fruits, and various branded food products. We expedite and streamline the entire process from inquiry to payment, ensuring seamless transactions for our users.

## Roles & Responsibilities

- His Prime responsibility would be to support business in and from international countries.
- Responsible for research, opportunities identification and client's development internationally in the commodities sector.
- Propose Tradologie.com solutions to the Importers, International Wholesales and Buyers to promote and develop distribution for the branded products and commodities offered through the platform network in overseas markets.
- Lead, mentor, and expand the buyer facilitation team, fostering a culture of success and continuous improvement.
- Identify and pursue new market opportunities in the core commodities while maintaining strong relationships with existing clients.

- Negotiate contracts and close agreements with clients to maximize profits.
- Understand and keep up to date with international trade regulations, market trends, and competitive landscape.
- Support the importer throughout the trade journey starting from the stage of enquiry till the stage of delivery and payment.
- Represent Tradologie.com at international trade shows, conferences, and networking events.

## **Key Skills**

Candidate applying for the position should hold Bachelor's degree in Business Administration, International Business, or a related field. A Master's degree is a plus.

Candidate should have core experience of Minimum of 4-8 years in international sales, preferably in the food and agro commodities industry, preferably (Rice, Spices, Sugar, Pulses and others).

Ability to have full knowledge of markets and should have good relationship with prospective clients.

Proven track record of achieving sales quotas and expanding business into new markets.

Strong leadership skills with experience in managing and motivating a sales team.

Excellent communication, negotiation, and interpersonal skills.

Proficient in CRM software and Microsoft Office suite.

Willingness to travel internationally.

Fluent in English; proficiency in additional languages is a significant advantage.

## **Contact us to apply**

info@tradologie.com

