



Employment opportunity at MELWA group **BUSINESS DEVELOPMENT MANAGER** for packaging products

Are you a dynamic professional with a passion for driving growth in the Pharmaceutical Packaging industry? Join us in our journey of innovation and expansion! We are on the lookout for a skilled Business Development Manager to elevate our presence and drive success in the Packaging Industry.

Key Responsibilities:

- Market Expansion: Identify and pursue new business opportunities in the Packaging sector to enhance market presence.
- Strategic Partnerships: Develop and nurture strong relationships with clients, distributors, and key stakeholders.
- Market Insights: Stay abreast of industry trends, consumer behavior, and market dynamics to drive strategic decision-making.
- Sales Growth: Formulate and execute strategic sales plans to meet and exceed targets.
- Collaboration: Work collaboratively with cross-functional teams to ensure seamless execution of business development strategies.

Qualifications:

- Proven experience as a Business Development Manager in the Packaging industry.
- In-depth understanding of Packaging market trends and dynamics.
- Exceptional negotiation, communication, and presentation skills.
- Analytical mindset with the ability to translate market insights into actionable strategies.
- Bachelor's degree in Business, Marketing, or a related field.(SLIM Qualification)

A competitive and attractive remuneration package exceeding current industry standards is on offer based on individual's competencies and skills. Good career growth prospects are available for the selected candidate.

If you think you possess the required attributes to carry out the scope of work detailed above, forward your CV to hr@melwa.com on or before **21st January 2024** use Business Development Manager as the subject line

MELWA
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We communicate only with shortlisted candidates

Join us in shaping the future of the industry and be a driving force in our success story!