

Notice for Placement

Company Name:- **Pappco Greenware (Beriwal International)**

Position:- **Business Development Executive**

Company Website:- www.pappcoindia.com

Work Location:- **Kalbadevi, Mumbai**

Company Background / About Company:

Pappco Greenware is a brand of environment friendly, compostable and highest quality disposables used in food servicing. It was started by Anil Agarwal and his son Aadesh Agarwal in 2011 and we have our office in Kalbadevi, Mumbai. We were the first company to start out in India in this category of Ecofriendly disposables back in 2011. And though there have been a few others who have followed suit we are still the biggest brand all over India with a retail presence in almost 300 hundred across the country in over 8 major cities. We retail with Reliance Retail, Future Group, TRENT (Tesco) and Nature's Basket Godrej.

Our products - plates, cups, bowls, forks, spoons etc are made from sugarcane, bamboo and cornstarch which are all biodegradable and also most are also compostable materials. We are the direct sustainable alternatives to plastics and other cheap, harmful and environmentally damaging packaging materials.

Job Profile / Responsibilities:

- Identifying trendsetter ideas by researching industry and related events, publications, and announcements; tracking individual contributors and their accomplishments.
- Locating or proposing potential business deals by contacting potential partners; discovering and exploring opportunities.
- Screening potential business deals by analyzing market strategies, deal requirements, potential, and financials; evaluating options; resolving internal priorities; recommending equity investments.
- Developing negotiating strategies and positions by studying integration of new venture with company strategies and operations; examining risks and potentials; estimating partners' needs and goals.
- Closing new business deals by coordinating requirements; developing and negotiating contracts; integrating contract requirements with business operations.

- Protecting organization's value by keeping information confidential.
- Updating job knowledge by participating in educational opportunities; reading professional publications; maintaining personal networks; participating in professional organizations.
- Enhancing organization reputation by accepting ownership for accomplishing new and different requests; exploring opportunities to add value to job accomplishments.

Key Skills:

Closing Skills, Motivation for Sales, Prospecting Skills, Sales Planning, Selling to Customer Needs, Territory Management, Market Knowledge, Presentation Skills, Energy Level, Meeting Sales Goals, Professionalism

Required Qualification:

Minimum - BBA or Diploma in Marketing Management

Experience:

0 – 2 years

Other / Special Requirements:

- Must be fluent in English
- Sincere with work
- MS office – word and excel

Remuneration: 2-4 Lakh CTC.

Interested Candidates can send their resume on below mention email id at the earliest:-

Contact Person: - Abhishek Agarwal

Email id: - abhishek@pappcoindia.com

Contact no: - 9820223892

Corporate Office:

Beriwal International

226/30, Kalbadevi Road,

4th Floor, Chamber Bhavan,

Mumbai - 400 002

Landmark – Above Silver Emporium Showroom