

JOB OPPORTUNITY

Title: **Senior Business Development Analyst**

Duties: Devise market strategies to enhance customer base for Active Pharmaceutical Ingredients sales in USA and Canada. Finalize Distribution and Support Agreements with clients. Coordinate with various departments like Production, Quality Assurance, Quality Control, Logistics, Finance, etc. to provide customer support to the U.S. and Canadian clients on a regular basis for their queries pertaining to logistics, shipments, invoicing and other commercial activities. Maintain close coordination with Manufacturing Plants, Quality Assurance, Regulatory, IP (Intellectual Properties) and logistics teams in India ensuring optimal information flow/feedback. Analyze current operational procedures, identifying problems, and studying accounting, marketing and financial documentation methods with respect to documentation of business transactions, including assets, liabilities, cash flow and tax developments. Analyze and research the market for identification of new products and supplying our products throughout the United States and Canada, and predict expenditure, price and future trends through statistical reports. Establish research methodology and design format for data gathering. Recommend simplification and standardization of our product line to eliminate unprofitable items. Prepare management reports. Adopt statistics and operation research technology to recommend improvements of operation. Act as liaison between the clients and business team. Frequent travel within USA and abroad required.

Requirements: Bachelor's degree in Business Administration or International Business or International Marketing or related field and five years of experience as Senior Business Development Analyst or Manager / Executive – Business Development or related position. Any suitable combination of education, training or experience is acceptable. This position is open only for residents of USA.

Hours: Monday through Friday, 9:00 am to 5:00 pm

Job Location: Ipca Pharmaceuticals, Inc.
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