

Job Description

International Business Development Manager - European Union

About Us

Wonder Products Group is India's leading contract manufacturing and private-label solutions provider with expertise in Personal Care, Hair Care, Derma Cosmetics, Pharmaceuticals, Soaps, Detergents, Aerosols, and Veterinary Products. We offer end-to-end services—from R&D formulation and innovative packaging to global logistics and distribution—helping brands bring their vision to life with quality and speed.

Why Join Us

At **Wonder Products**, you'll be part of a fast-growing, innovation-driven organization where you can learn across multiple domains, work with industry experts, and contribute to sustainable and impactful solutions. We provide a collaborative environment, strong career growth opportunities, and exposure to global markets.

Roles & Responsibilities:

Business Development & Market Expansion

- Develop and execute **market entry and expansion strategies** across EU regions including Western, Central, and Eastern Europe.
- Identify, onboard, and manage **distributors, importers, private-label partners, and retail chains** within EU markets.
- Drive **new business acquisition** and grow key accounts to achieve regional revenue targets.
- Conduct **market intelligence and competitor analysis** to refine pricing, positioning, and go-to-market strategies.

Client Management

- Build long-term partnerships with EU distributors, retailers, and institutional buyers.
- Negotiate **commercial terms**, contracts, pricing, MOQs, and distribution agreements in compliance with EU trade practices.

Export Sales & Operations

- Coordinate closely with internal teams (Production, QA/QC, Regulatory, Packaging, Logistics) to ensure timely execution of export orders.
- Support export documentation, shipment planning, and delivery schedules in coordination with export operations teams.

Wonder Products Group of Companies Pvt. Ltd.

Office No. 1404-1405, 14th Floor, Plot No. D-9 Gopal Heights, Netaji Subhash Place

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- Manage payment terms, credit control, and receivables in collaboration with finance teams.

Regulatory & Compliance (EU Focus)

- Work closely with regulatory and compliance teams to ensure adherence to **EU regulations** including:
 - **EU Cosmetics Regulation (EC No. 1223/2009)**
 - **REACH**
 - **CE marking** (where applicable)
 - Product safety, labeling, and packaging compliance
- Support product registrations, PIF dossiers, SDS documentation, and country-specific requirements.

Strategic Planning & Reporting

- Prepare **sales forecasts, market performance reports, and business pipelines** for management review.
- Track country-wise sales performance and customer growth metrics.
- Represent the company at **EU trade fairs, exhibitions, buyer meetings, and international events.**

Required Skills:

- International Business Development (EU Markets)
- Export Sales & Private Label Partnerships
- EU Regulatory Knowledge (Cosmetics / Pharma / FMCG)
- Contract Negotiation & Pricing Strategy
- INCO Terms, Export Finance & Compliance
- Cross-functional Coordination
- Strong Communication & Presentation Skills
- Analytical & Strategic Planning Ability
- Willingness to Travel Internationally

Position: International Business Development Manager - European Union

Qualification: Any Graduate / Masters Preferred

Working Days: Monday to Saturday (First Saturday Off)

Location: Office No. 1404–1405, 14th Floor, Plot No. D-9 Gopal Heights, Netaji Subhash Place

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