

## Job Description

### International Business Development Manager - Africa

#### 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 **business growth strategies** for African markets including West, East, and Southern Africa.
- Identify, onboard, and manage **distributors, importers, and channel partners** across target countries.
- Drive **new customer acquisition**, expand key accounts, and achieve regional sales targets.
- Conduct **market research** to identify new opportunities, competitive trends, and pricing strategies.

##### **Client Management**

- Build and maintain long-term relationships with distributors, importers, and key stakeholders.
- Negotiate commercial terms including pricing, MOQs, credit terms, and distribution agreements.

##### **Export Sales & Operations**

- Coordinate with internal teams (Production, QA/QC, Regulatory, Packaging, Logistics) to ensure smooth order execution.

**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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- Support export documentation and shipment coordination in collaboration with the export operations team.
- Ensure timely order closures, dispatches, and payment follow-ups.

### **Regulatory & Compliance**

- Work closely with regulatory teams to ensure compliance with **African regulatory authorities** such as NAFDAC, SAHPRA, PPB, TMDA, etc.
- Support product registrations, dossier submissions, and country-specific documentation requirements.

### **Strategic Planning & Reporting**

- Prepare and present **sales forecasts, market reports, and performance reviews** to management.
- Track market-wise sales performance, customer pipeline, and business development metrics.
- Represent the company at **international trade fairs, exhibitions, and business meetings**.

### **Required Skills:**

- International Business Development (Africa Region)
- Export Sales & Distribution Management
- African Market Regulations & Compliance
- Pricing Strategy & Contract Negotiation
- Export Documentation & INCO Terms
- Cross-functional Coordination
- Strong Communication & Presentation Skills
- Analytical & Strategic Thinking
- Willingness to Travel Internationally

**Position: International Business Development Manager - Africa**

**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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