

**JOB DESCRIPTION**

**FOR POSITION OF ZONAL HEAD SOUTH FOOD AND BLENDS**

<b>Reporting to:</b>	NSM- Food and Blends			<b>Location:</b>	Bangalore
<b>Role Purpose</b>					
<p>The Zonal Head for South will have the crucial role of supervising and managing the business operations within the domains of food ingredients, preservatives, antioxidants, dietary health supplements, emulsifiers, as well as multiple segments, including bakery, confectionery, dairy, oil &amp; fats, stabilizers. This role is dedicated to spearheading business expansion, ensuring market competitiveness, and bolstering the company's footprint in the South zone.</p>					
<b>Work Scope</b>			<b>Key Accountabilities/ Responsibilities</b>		
<b>Job Contents</b>			<ul style="list-style-type: none"> <li>• Develop and execute strategic plans for the South zone, encompassing various segments in the food ingredients to drive business growth and market competitiveness.</li> <li>• Drive revenue growth by identifying new opportunities, developing key accounts, and expanding the company's market presence in the South region.</li> <li>• Provide strong leadership to the zonal team, ensuring alignment with corporate objectives, performance excellence, and skill development.</li> <li>• Ensure adherence to regulatory and quality standards for food ingredients, preservatives, antioxidants, and related products.</li> <li>• Continuously assess market trends, customer preferences, and competitor activities to inform decision making and product development.</li> <li>• Foster strong relationships with customers, distributors, and other partners in the food ingredient and additives industry.</li> <li>• Actively participate in and engage with relevant industry associations to stay updated on industry developments and represent the company's interests.</li> <li>• Oversee financial planning and budget management for the South zone, ensuring cost effective operations.</li> <li>• Uphold quality and compliance standards in the food industry, maintaining the company's reputation for quality and safety.</li> <li>• Provide regular performance reports to corporate headquarters and key stakeholders.</li> <li>• Identify opportunities for market expansion and growth in various segments, including bakery, confectionery, dairy, oil &amp; fats, stabilizers, emulsifiers, and antioxidants.</li> </ul>		

**Registered Office:**  
 Camlin Fine Sciences Ltd. F/11-12, WICEL, Opp. SEEPZ, Central Road, Andheri East, Mumbai 400 093, India.  
 CIN: L74100MH1993PLC075361 | ISO 22000 Certified Company

+91 22 6700 1000

+91 22 2832 4404

corporate@camlinfs.com

www.camlinfs.com

	<ul style="list-style-type: none"> <li>Ensure high levels of customer satisfaction through the delivery of quality products and services.</li> </ul>
<b>Key Interactions</b>	
<b>Internal</b>	<b>Nature</b>
Sales & Marketing Team	liaise with the corporate headquarters to align regional strategies with the company's overall goals, work closely with the sales and marketing teams to drive revenue, and provide leadership to the zonal team
Cross functional teams	Other admin activities
<b>External</b>	<b>Nature</b>
Distributors	engage with customers, distributors, industry associations to maintain and enhance the company's market position.
<b>Key Dimensions</b>	
<b>Team</b>	<ul style="list-style-type: none"> <li>This will be team handling role</li> </ul>
<b>Role Requirements</b>	
<b>Educational Qualifications</b>	<ul style="list-style-type: none"> <li>Graduate/ Post Graduate degree in food technology or science .</li> </ul>
<b>Experience (Type &amp; Nature)</b>	<ul style="list-style-type: none"> <li>At least 10 years of experience in the food ingredients and additives industry. The nature of work includes strategic planning, business development, team management, and maintaining compliance with industry standards.</li> </ul>
<b>Skills &amp; Technical Competencies</b>	<ul style="list-style-type: none"> <li>Exceptional knowledge of food ingredients, preservatives, antioxidants, and related products</li> <li>Strategic planning and business development expertise</li> <li>Strong leadership and team management skills</li> <li>Regulatory compliance and quality assurance proficiency</li> <li>Market analysis and competitor assessment abilities</li> <li>Excellent communication and negotiation skills</li> <li>Budgeting and financial acumen</li> </ul>
<b>Behavioral Competencies</b>	<ul style="list-style-type: none"> <li>Visionary and forward-thinking approach to business development</li> <li>Effective communication and interpersonal skills</li> <li>Leadership and teambuilding capabilities</li> <li>Adaptability to changing market dynamic's</li> <li>Ethical and principled business conduct</li> <li>Problem-solving and decision making skills</li> <li>Results oriented and customer focused mindset</li> </ul>