

ABOUT ROQUETTE

Roquette Global:

Roquette is a French multinational, a global leader in plant-based ingredients (Starches & Excipients) and a pioneer of new vegetal proteins. In collaboration with customers and partners, the Group addresses current and future societal challenges by unlocking the potential of Nature to offer the best ingredients for Food, Nutrition and Health markets. Each of these ingredients responds to unique and essential needs and they enable healthier lifestyles.

Thanks to a constant drive for innovation and a long-term vision, the Group is committed to improving the well-being of millions of people all over the world while taking care of resources and territories.

Roquette currently operates in over 100 countries, has a turnover of around 3.5 billion euros and employs 8,400 people worldwide.

Roquette India:

In India, Roquette is the industry leader supplying to both Global and leading Indian companies. Its 5 manufacturing plants and commercial offices in India touch several lives on a daily basis. To support its global ambitions, India is a key priority for Roquette in terms of investments to support profitable growth in Asia Pacific region.

Roquette in India has been Great Place to Work- Certified™.

You will have the opportunity to work in a dynamic and growth oriented environment that will help in your career progression. By joining Roquette you can contribute directly to improve and enhance the well-being of millions of people worldwide.

GBU Foundation/ WHY JOINING US?

You will be part of our journey to produce and supply quality products for the nutrition of millions of people and animals. It is a long term business partnership relying on the heritage of a family owned company. By holding ourselves to the highest industry standards, we contribute to sustain a strong relationship with our customers and markets that helps us to excel everywhere we operate in. Our unique expertise helps to process entire raw materials into products and by-products that ensure quality, reliability and sustainable products. It is our strong business knowledge and expertise that ensures quality, reliability and sustainable products.

To know about Roquette, visit www.roquette.com

JOB DESCRIPTION – BUSINESS DEVELOPER, ANIMAL NUTRITION

Reports to: Sales Manager – Animal Nutrition

Position purpose: Develop and manage the business Animal Nutrition Product with special reference to Corn Steep Liquid

Position scope: North India

Location: Gurgaon, transferable to anywhere in India

Key Accountabilities:

- Market survey and build a sales funnel
- Understand customers needs, bring them in house and make sure we deliver, if aligned with Roquette strategy
- Customer education on Corn Steep Liquor (CSL) and other Animal Nutrition Products, including product trials
- Work with production and QC teams of customers to educate them about CSL application and storage
- Achieve volume, value and margin targets
- Develop and maintain high level relationships with key customers

JOB DESCRIPTION – BUSINESS DEVELOPER, ANIMAL NUTRITION

Key competencies:

- Understand CSL and sell value to customers.
- Result driven
- Ability to perform as individual contributor.
- Willing to travel and work in feed mill environment
- Influencing skills: Ability to convince and take decisions in a cross-cultural environment
- Excellent understanding of Roquette's product line and capabilities.

Academic Background:

- Bachelor's or Master's degree in **Animal Nutrition** or **Veterinary Sciences**.
- MBA will be an added advantage

Experience : 0-1 year in animal feed industry.

Salary Package: 6 LPA for Bachelor's degree holder and 7 LPA for Master's Degree holder

INTERESTED STUDENTS CONTACT DR. NARESH JINDAL, PROFESSOR AND HEAD VPHE OR DR. TARUN KUMAR, ASSISTANT PROFESSOR, VCC, LUVAS-HISAR.