

Mudita and Radhesh

About the company:

[Mudita & Radhesh](#), is an innovative company, with hundreds of artisans from remote tribal regions of Rajasthan. It upcycles waste chicken feathers into premium fabric and apparel with a patent-protected process of extraction, spinning, and weaving Butchery Chicken Waste (BCW). The main aim of the company is to ensure dignified livelihood for tribal women in the region, as well as to create and sell premium quality products made out of waste material. It is the recipient of The German Design Award in the category of excellent Product design in Lifestyle & Fashion (2020-21) and the 10th Aegis Graham Bell Award for Innovation in Cleantech(2020). It has been incubated by Villgro Innovations Foundation and Startup Oasis.

Mudita & Radhesh is an equal opportunity employer and extremely committed to fostering workplace equity. We encourage qualified candidates from under-represented demographics to apply.

Job Description:

- Title: Sr. Manager/ Manager - Business Development
- Location - Jaipur
- Reporting To- CEO

What are we looking for?

We are on the lookout for someone with prior experience in the fashion/textile industry who should have handled merchandising functions in a senior capacity. **Someone with a proven track record in B2B/wholesale & export sales preferably for animal-based fibre & fabric.** If you are the right fit you know what it entails. Your goal would be to optimize the lead conversion ratio through competition analysis, building partners and building strategy for product specification for enlisting in private and government organizations. You are an excellent presenter and have a fox-like sharpness and versatility to adapt, engage and network with varied stakeholders.

Key Responsibilities will include:

- Business Development: Build and expand customer base by identifying target buyers and approaching new buyers(wholesale and retail) in India and abroad. In effect Create channels & platforms for brand expansion and reach
- Marketing: Creating relevant, tactical & strategic partnerships & collaborations with like-minded businesses for a synergies
- Marketing tools; Create, explore and implement the same directly or through agencies
- Events: Ensure seamless participation in identified trade shows/events and successful execution and operations management
- Sampling and New Product Development: Coordinate sampling efforts for buyers with the Design team and Lead product development & Commercials Team and work out costs based on client requirements
- Research and assess the retail environment/competitors to anticipate issues, identify opportunities and promote products accordingly
- Follow up on order status and coordinate with the buyer and production team to fulfill orders.
- Proactively making sure that all shipments are well-Traced /On-Time & maintaining the required/necessary quality parameters. To liaise with the logistics department internally and with the buyer to make sure that shipment bookings are done as per delivery schedule

Desired Skills, Competencies & experience

- 5 to 7 years of extensive fashion/textiles merchandising/sales/category management experience in wholesale/B2B category
- A graduate/post-graduate degree related to commercial business, textiles or fashion
- Excellent sales network in India and abroad
- Be the ambassador of the company at all times. Brand building / Sales & distribution / Business Development as core responsibilities
- Own the wholesale strategy and develop together with the team
- Plan, organize and participate in relevant fairs and exhibitions
- Ability to work together with a diverse team which includes local weavers and top management staff from the textile industry
- Goal-setting deliver sales based on capacity and capabilities

- Organization skills to drive specific projects
- Cross-functional relationships - enduring partnerships internally and externally
- Data-driven (master data analytics, commercial recommendation, streamline reporting)
- Embrace digital technology for sales
- Excellent computer skills (Excel, CRM, Office) and adaptability to work with online tools/platforms for CRM, sales, invoicing and reporting

Compensation:

Commensurate with experience and in line with the impact domain

To apply:

Link of Application Form: <https://forms.gle/zZicjSodtRu8doRp7>