

Business Development Executive

About Us

AuroraFood is an NUS spin-off that established by three food scientists in early 2020. We are specialized in providing standard and customized low glucemic index/diabetic-friendly solutions to our B2B customers, including bakeries, cafes, food manufacturers and many more.

Working towards our vision of let everyone enjoy the food they like, we continue to invest in functional food research and development, driving innovation that benefits both people with special needs as well as health-conscious consumers.

Join us to make sweet healthier for everyone to enjoy.

About the Role

We're looking for an enthusiastic business development executive to bridge the gap between businesses' problems and technology solutions. You will play a key role in client acquisition and brand building. The ideal candidate will have experience in all stages of the sales cycle, especially with B2B customers. You should be confident with building new client relationships and have strong negotiation skills.

Your responsibilities shall include the following:

- Work with founders to identify, approach and build relationships with prospective clients
- Maintain consistent contact with existing clients
- Manage sales pipeline
- Develop and optimize marketing tools for branding
- Analyze market and establish competitive advantages
- Track metrics to ensure targets are hit

Your Qualifications and Experiences

- Fresh graduate with strong interest and relevant internship experience is also welcome
- Have a general interest and understanding of F&B industry (bakery and cafe in particular) is preferred
- Proactive in finding new sources of leads
- Strong negotiation skills
- Strong communication and presentation skills

Contact

Please send your CV and cover letter to gaojing@aurorafoodsg.com.

We look forward to receiving your application.