

THE INFINITEE WORLD

Powering Your Business with Our Naturals & Synthetics and Business Advisory Services

ABOUT US

THE INFINITEE WORLD is comprised of two companies. INFINITEE INDIA, with headquarters in Navi Mumbai, and INFINITEE USA, with headquarters in New Jersey. ISO 9001:2015, Vegan, Organic, and RSPO-certified, the INFINITEE Group is in the business of providing specialty natural & synthetic ingredients primarily for the Personal Care industry for North & South American markets as well as Europe & Asia. We are seeking a motivated **Business Development & Services Associate** to support our advisory services through a blend of **client acquisition, consulting execution, documentation, and relationship management.**

ARE YOU INTERESTED IN BUSINESS ADVISORY PRODUCT SALES & SERVICES?

IF YES, THIS POSITION IS FOR YOU

POSITION: BUSINESS ADVISORY SERVICES: SALES & TECHNICAL SERVICES LEAD

LOCATION: INDIA, VIRTUAL

WORKING HOURS: MON-FRI, 10 AM-7 PM

JOB PROFILE

- **Generate** leads, **engage** clients, and **develop** proposals, presentations, and pitch decks across BAS services
- **Promote** INFINITEE BAS services across India and **identify, approach, and onboard** potential clients
- **Build and maintain** a strong pipeline of consulting opportunities and **support** deal closures and client negotiations
- **Support execution** of consulting assignments in **operational excellence, sustainability (ESG), and ISO/certification services**
- **Participate** in client meetings, assessments, and reviews, and **coordinate** with clients to gather required data and documentation
- **Prepare and develop** reports, SOPs, policies, process documentation, sustainability reports, risk assessments, and business frameworks
- **Assist** in certification-related documentation and **ensure** compliance requirements are met accurately
- **Respond** to client requirements and **ensure** first-time-right consulting deliverables
- **Network** with industry professionals, consultants, and potential partners, and **participate** in forums, events, and seminars
- **Build and nurture** long-term client relationships to generate repeat business and strengthen the consulting pipeline

REQUIRED QUALIFICATIONS

- Bachelor's or Masters degree in Quality Engineering or Business; MBA preferred
- 2-3 years of experience in **consulting, advisory, or related domains**
- Exposure to **business processes, certifications, or sustainability/ESG** is an advantage
- Strong command over **written & spoken English is a MUST**

Proficiency in **computers, presentations, and Excel** required

Three years of experience are required for the Lead position. Freshers will be considered as interns who grow into higher positions after a three-year contract.

Interested? Email cover letter and resume to info@infiniteeworld.com



EMAIL

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