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Overseas Sales Consultant

Europe, the Middle East, and Africa

Profile details :

The ideal candidate should have knowledge and experience in the food-feed industry with import of agricultural goods such as cereals, spices, cattle feed products etc.

The candidate will source buyers, develop commercial leads, negotiate terms and close export sales of food & feed ingredients (rice, oilseeds, corn, other grains, spices, cattle feed etc.). Candidate will be responsible for developing market for the company by connecting with local importer, distributors, wholesalers, retail chains, supermarkets, food processing enterprises, and promote the local sales of the above related products.

This is a performance-driven consultant position — ideal for a well-connected professional who prefers earnings tied to results.

Why join UNIQUE ORGANICS LIMITED?

- Unique Organics Limited is a BSE-Listed and Government of India Approved Star Exports House estd. 1993. The company has its global presence in around 25+ countries.
- Candidate will get opportunity to work with an established export merchant with repeat buyers and operational capabilities.
- Uncapped earnings (commission/profit-share models).
- Flexible independent-contractor arrangement — you manage your market and territory.
- Direct access to trade support from our export operations (documentation, logistics, QC).

Responsibilities

- Identify, qualify and convert overseas buyers for our core commodities (rice, maize, barley, soyabean, oilseeds, spices, cattle feed etc.)
- Negotiate commercial terms (price, Incoterms, payment terms, shipment schedule) and close contracts.
- Research overseas market demand and current price levels, and report market commercials to the company for offer formulation.
- Assist the company in identifying credible buyers by sharing available background information and market reputation before deal finalization.
- Protect company interests: ensure counterparties meet KYC and compliance requirements.
- Coordinate with our exports team on documentation, quality specs, shipment readiness and claims management.
- Monitor and report market trends, supply/demand changes, and price movements in your territory.
- Develop and maintain long-term buyer relationships; achieve repeat business.
- Track invoices, follow-up on payments and support dispute resolution when required.

Qualifications

- Experience as an indenting agent, overseas sales consultant, import-export procedures for agricultural commodities.
- Language skills: Fluent English (written & spoken). Additional language skills relevant to your territory are a plus.
- Proven network of active buyers/importers in at least one overseas region.
- Experience Requirements: Prominent local channel advantages, or local importers, distributors resources, are available
- Commercial negotiation skills and ability to protect margins.
- Good understanding of export documentation, Incoterms, letters of credit, and international trade compliance
- High integrity — adherence to ethical trade practices.
- Ability to work independently and coordinate across time zones.

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