



UNDER THE MANGO TREE NATURALS AND ORGANICS PVT. LTD

Under The Mango Tree is India's leading provider of organic, natural, and ethically-sourced single-origin honey. Founded in 2010, our mission is to empower and equip low-income Indian farmers with beekeeping and provide market access for the honey to improve rural livelihoods by building a nationally recognized fair trade brand of gourmet honey.

The world's oldest sweetener, honey plays a prominent role in traditions, rituals and celebrations of every religion and nation. Single-origin gourmet honeys such as ours, with its exceptional quality, provides a unique gift opportunity that builds on Indian traditions and auspiciousness. The idea of gifting honey is still new in India with immense potential and UTMT has entered this space with interest.

Position: Head – Gifting

We are searching for a dynamic individual with experience in sales, specifically in the premium and luxury category who can build and manage this innovative sales channel from conceptualization to dispatch to create a first mover advantage that capitalizes on the unique opportunity. The responsibilities will include:

1. Spearheading the gifting channel to promote honey as a gifting option.
2. Pursuing contacts for corporate and individual gifting.
3. Executing marketing campaigns to promote honey as a gifting option.
4. Co-ordinating with various teams and vendors to ensure smooth facilitation of the gifting orders.
5. Client management: Conceptualizing individual gifting orders with personal branding and packaging options; ensuring timely payments from clients.
6. Co-branding with other gifting partners to increase cross-selling.

What we expect

- Work experience: in sales for a luxury or premium product or service.
- Personality Traits: taking up challenges, enthusiastic, self-confident and self-motivated
- Communication: clear and continuous, build and maintain customer relationships,
- Sales: negotiating, persuasion, exploration, should never give-up, profitability

Qualification required

- Graduate /post graduate in any field
- 3 to 5 years experience.

Compensation: Competitive with incentives

Location: Mumbai, Maharashtra

To apply: Interested candidates, please submit their application to: pankti@underthemangotree.org. Only shortlisted candidates will be contacted.

For more information about Under The Mango Tree, visit www.utmt.in.
