

Highest Ever 115 Placement Interviews in Placement Year-2025 @ NAU

Excellent Opportunity for MBA (ABM) Students of NAU

10th Campus Placement Drive of Placement Year-2026

Excellent Opportunity for MBA (ABM) to secure JOB as **International Sales & Marketing Executive**

Placement Leaflet No.: 10/2025-26

Date: 27/11/2025



After facilitating **950+** Placement Interviews generating **Job Offers for 2000+** Students of NAU in Powerful Placement Programmes during the Last 13 Years 2013-25, we at the University Placement & Counseling Cell of our esteemed Navsari Agricultural University; are pleased to announce the **10th Campus Placement / Recruitment Drive of Placement Year-2026 for MBA (ABM) Students of NAU to work as "International Sales & Marketing Executive" at Surat, Vadodara and Mumbai Locations;** to be held **in December, 2025**. The details are as follows:

Section-I: Let's Know the Recruiting Organization

Pursuit Industries Pvt. Ltd.

Kindly visit <https://www.pursuitind.com> for thorough understanding of your Prospective Employer...

- ☞ In the sprawling landscape of Kolkata, the seeds of **Pursuit Industries Pvt. Ltd.** were sown in the year **1940** by visionary entrepreneurs. Their journey marked the beginning of a legacy in trade and export, with a specific focus on agro products and spices. Little did they know that this humble initiation would set the stage for a remarkable journey that spans over **8 decades...**
- ☞ From the outset, the founders embraced a commitment to quality, integrity, and customer satisfaction. These principles laid the foundation for a business that would stand the test of time. As the years unfolded, they navigated the complexities of the evolving global market, adapting and expanding our portfolio to meet the diverse needs of our clientele.
- ☞ **Pursuit Industries Pvt. Ltd.** is a **TWO STAR Export House** with a global presence across multiple verticals. They have **3 Specialty Business: FIBC & PP Bags, Chemicals & Pharmaceuticals and Agro Commodities.**
- ☞ As pioneers in the field, they produce top-tier **Flexible Intermediate Bulk Containers (FIBC Big Bags), Polypropylene (PP) Woven Bags, AD Star Valve Bags, PP woven Fabrics and HDPE Tarpaulin.** These versatile and reliable packaging solutions cater to a wide spectrum of industries. Their bags are engineered for strength, durability, and efficiency, providing an unparalleled solution for packaging needs.
- ☞ They also specialize in the manufacturing and export of a **diverse range of high-quality chemicals.** Their commitment to quality assurance and adherence to global standards make them a trusted partner for industries worldwide. From specialty chemicals to innovative solutions, they deliver excellence across every product line.
- ☞ **Drawing on their roots in agro-products and spices since 1940, they continue to be a prominent player in the global spices and food products market.** Their commitment to sourcing the finest ingredients and employing stringent quality controls ensures that their spices and food products meet the highest standards of taste and nutritional value. Their Agro & Food Commodities Division has a long-standing legacy in global trade, specializing in the export of premium quality Indian staple and processed food products. **Key product focus includes: Basmati & Non-Basmati Rice, Pulses, Whole & Ground Spices, Fruit Pulps (Mango, etc.), Ketchup, Jams, and Pickles.**

Section-II - A: Let's Understand the Nature of Vacancies

Looking for **genuinely interested and eligible**, competent, energetic, talented, passionate, self driven Professionals (**MALE/FEMALE**); and who want to be a part of one of the most interesting phases of individual career with job satisfaction and life satisfaction; and work with a dynamic team which is continuously expanding, excelling and recording noteworthy growth.

Superbly talented, committed and qualified candidate to grab this GOLDEN OPPORTUNITY work with a renowned organization's dynamic team which is continuously expanding, excelling and recording noteworthy growth.

(A) Designation: *International Sales & Marketing Executive*

(B) Functional Area: *Sales & Marketing*

(C) No. of Vacancies and Place of Posting/Job: 12 Vacancies **at Surat, Vadodara and Mumbai Locations**

- **Mumbai Office: Agro Products**
- **Surat Office: Chemical Products**
- **Baroda Office: FIBC & PP Bags**

Key Responsibilities (KRAs)

International Sales & Marketing Executive (Agro & Food Commodities like Rice, Spices, Pulses, Processed Foods/Pulp)

(D) Duties & Responsibilities: Key Responsibilities (KRAs) of *International Sales & Marketing Executive (Agro & Food Commodities like Rice, Spices, Pulses, Processed Foods/Pulp)* - A proactive and results-oriented professional to drive aggressive international expansion and manage the complete export lifecycle for this division from Office at Borivali West, Mumbai, Maharashtra

1. Sales Growth:

✓ *Achieve export revenue targets for agro commodities in new and existing international markets.*

2. Client Acquisition:

✓ *Identify, negotiate with, and onboard B2B clients, importers, and food distributors worldwide.*

3. Export Execution:

✓ *Manage end-to-end export documentation, logistics, and compliance with global food safety standards.*

4. Strategy:

✓ *Conduct market analysis and implement effective global sales strategies for commodity products.*

(E) Division: Agro & Food Commodities (Rice, Spices, Pulses, Processed Foods/Pulp)

(F) Pay Package Offer: Commensurate with the competencies of the candidate and performance in the Interview....Best in the Industry

4.2 to 5.2 Lakhs + Excellent Exposure + Learning + Career Growth...

Key Responsibilities (KRAs)

International Sales & Marketing Executive - Chemicals & Pharmaceuticals (Specialty Chemicals, APIs, Pharma Formulations)

(G) Duties & Responsibilities: Key Responsibilities (KRAs) of *International Sales & Marketing Executive - Chemicals & Pharmaceuticals (Specialty Chemicals, APIs, Pharma Formulations)* - @ **Surat, Gujarat.**

1. Global Sales:

- ✓ *Develop and execute strategic plans to achieve export sales targets in target international markets (e.g., CIS, Africa, and Latin America).*

2. Business Development:

- ✓ *Identify, acquire, and manage relationships with new international clients, distributors, and key accounts.*

3. Export Operations:

- ✓ *Manage the end-to-end export process, including contract negotiation, pricing, documentation, and coordination with logistics and QC to ensure compliance and timely delivery.*

4. Market Strategy:

- ✓ *Conduct market research and implement marketing strategies to enhance the company's brand and product presence globally.*

(H) Division: Chemicals & Pharmaceuticals (Specialty Chemicals, APIs, Pharma Formulations)

(I) Pay Package Offer: Commensurate with the competencies of the candidate and performance in the Interview....Best in the Industry

 **4.2 to 5.2 Lakhs + Excellent Exposure + Learning + Career Growth...**

Key Responsibilities (KRAs)

International Sales & Marketing Executive - FIBC / PP Woven Bags & Fabrics (Industrial Packaging)

(J) **Duties & Responsibilities: Key Responsibilities (KRAs)** of *International Sales & Marketing Executive - FIBC / PP Woven Bags & Fabrics (Industrial Packaging)* - a motivated professional to drive our global sales and expand our footprint in this specialized market from FIBC Division Office @ Vadodara, Gujarat.

1. Sales Growth:

✓ *Achieve export revenue targets by developing and executing sales strategies across global industrial markets (Chemicals, Food, Cement, etc.).*

2. B2B Client Acquisition:

✓ *Identify, secure, and manage high-volume B2B clients, importers, and distributors for technical packaging products.*

3. Technical Sales:

✓ *Handle client inquiries for custom solutions (e.g., Conductive, Food Grade, UN Certified FIBCs) and prepare detailed quotations.*

4. Export Execution:

✓ *Manage all aspects of the export process, including logistics, documentation, and compliance with international standards.*

(K) **Division:** FIBC / PP Woven Bags & Fabrics (Industrial Packaging)

(L) **Pay Package Offer:** Commensurate with the competencies of the candidate and performance in the Interview....Best in the Industry

 **4.2 to 5.2 Lakhs + Excellent Exposure + Learning + Career Growth...**

Section-III-A: Let's Understand the Nature of Expected Ideal Candidate

Expected Essentials from the Ideal Candidate for

International Sales & Marketing Executive (Agro & Food Commodities like Rice, Spices, Pulses, Processed Foods/Pulp)

Borivali West, Mumbai

(M) Educational Qualification: MBA (Agribusiness Management)

(N) Competency Requirements: *Energetic, Talented, Self Driven, Confident, MALE / FEMALE Candidates with the following traits/attributes:*

- ✓ *Exceptional Communication Skills – Fluency in ENGLISH, HINDI and GUJARATI...*
- ✓ *Expert knowledge of commodity trading, INCOTERMS, and export regulatory procedures...*
- ✓ *Travel: Willingness to travel frequently internationally...*
- ✓ *Sales and Influencing Skills...*
- ✓ *Achievement Oriented...Result Oriented...*
- ✓ *SMART Outgoing, Sociable personality with good people skills...*
- ✓ *Energetic, self-motivated, proactive in approach and passionate about the work...*
- ✓ *Willing to go extra mile, willing to push beyond the ceiling, initiate new ideas, and take challenges head-on...*

Section-III-B: Let's Understand the Nature of Expected Ideal Candidate

Expected Essentials from the Ideal Candidate for

International Sales & Marketing Executive - Chemicals & Pharmaceuticals (Specialty Chemicals, APIs, Pharma Formulations)

Surat

(O) Educational Qualification: MBA (Agribusiness Management)

(P) Competency Requirements: Energetic, Talented, Self Driven, Confident, MALE / FEMALE Candidates with the following traits/attributes:

- ✓ Exceptional Communication Skills...
- ✓ Strong negotiation skills...
- ✓ Functional knowledge of export procedures (INCOTERMS, documentation)...
- ✓ Travel: Willingness and ability to undertake frequent international travel...
- ✓ Sales and Influencing Skills...
- ✓ Achievement Oriented...Result Oriented...
- ✓ SMART Outgoing, Sociable personality with good people skills...
- ✓ Energetic, self-motivated, proactive in approach and passionate about the work...
- ✓ Willing to go extra mile, willing to push beyond the ceiling, initiate new ideas, and take challenges head-on...

Section-III-C: Let's Understand the Nature of Expected Ideal Candidate

Expected Essentials from the Ideal Candidate for

International Sales & Marketing Executive - FIBC/PP Woven Bags & Fabrics (Industrial Packaging)

Vadodara

(Q) Educational Qualification: MBA (Agribusiness Management)

(R) Competency Requirements: Energetic, Talented, Self Driven, Confident, MALE / FEMALE Candidates with the following traits/attributes:

- ✓ Exceptional Communication Skills...
- ✓ Strong negotiation skills...
- ✓ Strong understanding of FIBC product specifications, INCOTERMS, and international sales contracts...
- ✓ Travel: Willingness and ability to undertake frequent international travel...
- ✓ Achievement Oriented...Result Oriented...
- ✓ SMART Outgoing, Sociable personality with good people skills...
- ✓ Energetic, self-motivated, proactive in approach and passionate about the work...
- ✓ Willing to go extra mile, willing to push beyond the ceiling, initiate new ideas, and take challenges head-on...

Section-IV: Selection Modalities

- ✓ Registration by the Eligible & Genuinely Interested Students with Timely Submission of Latest Resume in Soft Copy in .doc / pdf format WITHOUT PHOTO to Institute Level Placement Officer latest by November 29, 2025 - SATURDAY - 5:00 pm
- ✓ Short Listing by the Company Authority
- ✓ Selection Process will be held during December 8-9-10, 2025 @ AABMI, NAU, Navsari

All The Best to Beat The Best to all the Career Aspirants!!! You CAN, You WILL!!!

Prof. (Dr.) Mehul G. Thakkar (MGT)

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University Placement & Counselling Head @ NAU

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**Highest Ever 115
Placement Interviews in 2025**

**Highest Ever Pay
of 10,25,004/- to
6 Students in 2023**

Prof. Jaimin R. Naik

Director of Students' Welfare &

Chairman of University Placement & Counselling Cell @ NAU

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RIGHT People at the RIGHT Places at the RIGHT Time to do the RIGHT Things & Delivering the RIGHT (BEST) Performance!!!

Placement Programme 2026: Aiming Higher... Striving Hard... We Can, We Will...



Together WE CAN, WE WILL...

Let's create

HISTORY TOGETHER...!!

