



# WE ARE HIRING

*Come grow with us*

## Manager, Business Development - ACI Group

ACI is one of Bangladesh's leading conglomerates, operating across Pharmaceuticals, Consumer Brands, Agribusiness and Retail with a clear mission to improve quality of life through responsible growth and innovation. Guided by integrity and driven by impact, we build trusted brands while empowering talent to lead, innovate and grow. From Bangladesh to global markets, ACI offers a high-impact growth mandate, exposure to leadership and the opportunity to build at scale within a purpose-driven, performance-oriented culture.

As Manager, Business Development, you will drive growth across Bangladesh and international markets by turning opportunities into impact.

### What You Will Do

- Identify and develop new growth opportunities across local and international markets
- Design and execute go-to-market strategies
- Build and manage strategic partnerships
- Drive commercial effectiveness and ROI discipline
- Strengthen sales force excellence and execution quality
- Collaborate cross-functionally to deliver results

### What You Bring

- Strategic yet hands-on mindset
- Experience in business development and/or commercial roles
- Strong analytical and negotiation capability
- Ability to work across teams, cultures and markets
- Demonstrated experience in managing complex B2B sales cycles, including distributor partnerships, institutional customers, or strategic alliances.
- Belief in building globally competitive Bangladesh-origin brands

### What Would Success Look Like

- New markets launched and scaled
- Strong revenue pipeline with measurable ROI
- High-performing partners and distributors
- Improved commercial discipline and productivity
- Stronger brand presence locally and internationally

### Qualifications

- Bachelors/Master's degree in Pharmacy, Biochemistry, Biotechnology or a related discipline; an MBA will be considered an advantage
- 12+ years' business development/commercial experience in Pharmaceutical or retail businesses
- Strategic and analytical with expertise in designing market entry and growth strategies.
- Skilled in navigating MEA business cultures and regulatory landscapes.
- Entrepreneurial with strong execution and sustainable growth focus.
- Exceptional negotiation, storytelling, and deal-closing capability.
- Data-driven, KPI-focused, agile and globally travel-ready.

### Summary

- Location: Dhaka, Bangladesh
- Job Type: Full-Time
- Reports to: Head of International Business Development

#### APPLICATION DEADLINE

16 February, 2026

**INSTRUCTIONS TO APPLY** Applicants are requested to apply online.