

WE'RE HIRING

# Business Development Manager International Brand Partnerships

RK Group | Bangalore, India | Full-Time | 3–5 Years Experience

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## The Role

RK Group is one of India's leading B2B e-commerce enablement companies, managing 800+ brands across Amazon, Myntra, Flipkart, and Blinkit. We are home to internationally loved retail names The Collective, Nautica, NEXT, and Mango, and we are building toward becoming India's definitive one-stop destination for international apparel. We are looking for a sharp, ambitious BD professional to grow this portfolio. If you are someone who reads the room, moves fast, and closes, this role is for you.

## What You'll Do

- Identify, pitch, and onboard new international apparel brands looking to enter or expand in India
- Build and own the end-to-end partner acquisition pipeline, from cold outreach to signed agreements
- Represent RK Group at trade shows, industry events, and brand meetings domestically and internationally
- Work closely with internal teams to ensure smooth brand onboarding and long-term partner satisfaction
- Track global retail trends and proactively identify white-space opportunities before competitors do
- Maintain a disciplined pipeline and report progress clearly to leadership

## Who We're Looking For

*You move first, you close, and you make it look easy.*

- 3–5 years in business development, retail partnerships, or brand licensing, international exposure is a strong plus
- Proven track record of closing deals, not just generating leads
- Polished communicator, comfortable in a boardroom abroad and a Bangalore office
- Someone who leads with common sense and takes ownership without needing to be told twice
- Ambitious, you want to build something that matters, not just fill a role
- Comfortable working independently and managing relationships across time zones

## What Will Make You Stand Out

- You have personally brought an international brand into a new market
- You have an existing network in global apparel, fashion retail, or brand licensing
- You think in systems, pipeline, process, follow-up, not just individual deals
- You bring ideas to the table nobody asked for, and they are usually right

## Why Join Us

- You will own brand acquisition from start to finish, not just execute someone else's list

- Work with a portfolio that already includes globally recognised names
- A collaborative team that moves fast and backs people who take initiative
- Room to grow into a senior BD or partnerships leadership role over time

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RK Group is an equal opportunity employer. We welcome applications from all backgrounds.