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करियर मार्गदर्शन पोर्टल · Career Guidance Portal

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करियर शीट · CAREER SHEET

अंतर्राष्ट्रीय व्यापार प्रबंधक

An International Business Manager runs a company's global trade — managing exports-imports, sales in overseas markets, cross-border deals, foreign exchange, shipping-logistics and cross-border compliance (customs, regulations)....



Scan for everything on this career

Salary, exams, colleges, the routes in and the steps after — all on the portal.

career.gsssjethantri.in/#/career/international-business-manager

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प्रधानाचार्य, रा.उ.मा.वि. जेठन्तरी · मास्टर ट्रेनर
Principal, GSSS Jethantri · Master Trainer



श्री चेनाराम चौधरी

प्रधानाचार्य, डाइट बाड़मेर
Principal, DIET Barmer



श्रीमती संघमित्रा

वरिष्ठ व्याख्याता, डाइट बाड़मेर (सहयोग)
Sr. Lecturer, DIET Barmer (Support)



भरत चौधरी

अभिकल्पना व विकास · व्याख्याता (इतिहास)
Designed & developed · Lecturer (History)

विशेष धन्यवाद · SPECIAL THANKS



सुरेन्द्र सिंह राठौड़

व्याख्याता (इतिहास) · रा.उ.मा.वि. कानाना



सुरेश कुमार सैन

व्याख्याता (भूगोल) · रा.उ.मा.वि. रामसीन मूंगड़ा



वनिता कुमारी

व्याख्याता (इतिहास) · रा.उ.मा.वि. रामसीन मूंगड़ा



कमलेश चौधरी

व्याख्याता (राजनीति विज्ञान) · रा.उ.मा.वि. टापरा

करियर मार्गदर्शन कार्यशाला, डाइट बाड़मेर (14-17 जुलाई 2026) में विकसित व लोकार्पित
Developed & unveiled at the Career Guidance Workshop, DIET Barmer (14-17 July 2026)

यह एक स्वतंत्र परियोजना है, जो सरकार की आधिकारिक करियर-मार्गदर्शन सामग्री पर आधारित है। · An independent project based on the Government's official career-guidance content.

1 About this career

An International Business Manager runs a company's global trade — managing exports-imports, sales in overseas markets, cross-border deals, foreign exchange, shipping-logistics and cross-border compliance (customs, regulations). They negotiate with foreign clients and partners, find markets in new countries, and build strategies to deliver goods profitably. Rajasthan is a major exporter of handicrafts, textiles, marble-stone and gems-jewellery, making this an exciting and highly relevant career for the state's youth.

2 At a glance

Minimum qualification	Graduation + MBA/PG in International Business
Course duration	MBA 2 years (~5 years total after Class 12)
Starting salary	₹30,000–50,000/month
Work mode	Full-time corporate job in export house/MNC

3 What you need

INTERESTS

- Interest in different countries, cultures and global markets
- A liking for languages, travel and buying-selling new things
- Enthusiasm for trade, deal-making and profit-and-loss

ABILITIES

- Strong communication and negotiation skills
- Ability to work with people from diverse cultures
- A head for numbers, data and financial analysis

KEY SKILLS

- Knowledge of global trade, export-import procedures and trade policy
- Shipping, logistics and supply-chain management
- Foreign exchange, trade finance and international finance
- Market research, digital marketing and client management
- International negotiation and deal-making
- Communication in English and a foreign language
- Customs, legal compliance and documentation (letters of credit, etc.)

4 How to get there

- 1 Pass Class 12 (any stream; Commerce/Economics helpful) with good marks.
- 2 Complete a Bachelor's degree — BBA, B.Com, B.A. (Economics) or any stream.
- 3 Prepare for and clear the CAT or IIFT entrance exam.
- 4 Do an MBA/PG in International Business from IIFT Delhi, an IIM or a Rajasthan business school.
- 5 Intern and start as an export/logistics executive in an export house, MNC or trading firm.
- 6 With experience rise to manager, then regional/global head — or start your own export business.

MAIN EXAMS

- CAT (Common Admission Test) — for top MBA admissions including IIMs and IIFT
- MAT/XAT/CMAT — for admission to other business schools
- IIFT admission (now via CAT score) — MBA International Business

5 Where to study

GOVERNMENT INSTITUTES

- एमएनआईटी जयपुर – प्रबंधन अध्ययन विभाग (MBA) — Jaipur, Rajasthan (<https://mnit.ac.in/>)
- भारतीय प्रबंधन संस्थान (IIM) उदयपुर — Udaipur, Rajasthan (<https://www.iimu.ac.in/>)
- राजस्थान विश्वविद्यालय – प्रबंधन/वाणिज्य विभाग — Jaipur, Rajasthan (<https://www.uniraj.ac.in/>)
- भारतीय विदेश व्यापार संस्थान (IIFT) – एमबीए अंतर्राष्ट्रीय व्यापार — New Delhi (national)

PRIVATE INSTITUTES

- एमिटी विश्वविद्यालय राजस्थान (MBA) — Jaipur, Rajasthan
- सिम्बायोसिस इंस्टिट्यूट ऑफ इंटरनेशनल बिज़नेस (SIIB) — Pune (national) (<https://www.siib.ac.in/>)

ONLINE

- इग्नू (IGNOU) – एमबीए (अंतर्राष्ट्रीय व्यापार सहित) — Online / distance (<https://www.ignou.ac.in/>)
- स्वयं (SWAYAM) – वाणिज्य व अंतरराष्ट्रीय व्यापार पाठ्यक्रम — Online (<https://swayam.gov.in/>)

FEES

MBA fees at government institutes (University of Rajasthan, MNIT) are relatively low (~₹50,000–2 lakh total). IIFT Delhi's MBA (IB) costs roughly ₹22–25 lakh (two years), with IIM Udaipur in a similar range. Private universities range ₹5–15 lakh. Scholarships and education loans significantly reduce the burden.

SCHOLARSHIPS

- राष्ट्रीय छात्रवृत्ति पोर्टल (NSP) (<https://scholarships.gov.in/>)
- विद्यालक्ष्मी – एजुकेशन लोन पोर्टल (<https://www.vidyalakshmi.co.in/>)
- Buddy4Study – MBA Scholarships (<https://www.buddy4study.com/scholarships/mba-scholarship>)
- SJE Rajasthan Scholarships (<https://sje.rajasthan.gov.in/>)

6 What the work is like

WHERE YOU WORK

Export houses, multinational companies (MNCs), trading firms, shipping-logistics companies, banks' trade-finance divisions, and Rajasthan's handicraft, gems-jewellery, textile and stone exporters.

WORK CULTURE

Usually Monday to Saturday, office-based, but foreign clients' time zones sometimes mean early or late calls. Overseas travel, trade fairs and exhibitions are common. There is target and deadline pressure, but the work brings global exposure and good earnings.

WHO HIRES

- | | |
|--|--|
| • Export houses and trading firms (handicrafts, textiles, agri-products) | • Multinational companies (MNCs) and global consumer brands |
| • Rajasthan gem-jewellery exporters (e.g. KGK Group, Jaipur jewellers) | • Handicraft and home-furnishing exporters (Jodhpur, Jaipur exporters) |

- Shipping, freight-forwarding and logistics companies
- Banks' trade-finance/forex divisions and export promotion councils

DEMAND (2026)

India's exports keep rising, and government 'Make in India' and export-promotion schemes are accelerating them. Rajasthan alone is a major exporter of handicrafts, marble, textiles and gems-jewellery, where managers who understand foreign markets, customs and logistics are in strong demand. The growth of e-commerce and global supply chains will strengthen this career further in coming years.

7 Career growth

- 1 Export/Import Executive (entry level)
- 2 International Business / Export Manager
- 3 Regional/Country Manager (overseas market head)
- 4 Global Head / Director – International Business (or own export business)

EARNINGS

Starting	₹30,000–50,000/माह
Mid level	₹70,000–1,20,000/माह
Senior level	₹2,00,000–4,00,000+/माह

Per Glassdoor, an International Business Manager in India averages about ₹13.5 lakh/year (~₹1.1 lakh/month), and per 6figr experienced managers average up to ₹21 lakh/year. Graduates of top institutes like IIFT/IIMs can get starting packages of ₹15–25 lakh/year. Income in one's own successful export business can be far higher.

8 The good parts · The challenges**The good parts**

- Global exposure, overseas travel and high earning potential
- Strong, growing demand in Rajasthan's export industry
- A big opportunity to start your own export business

The challenges

- Pressure of targets, deadlines and different time zones
- Risk tied to forex, global slowdowns and changing policies
- Higher roles need an MBA and a tough entrance exam

9 Real-life journeys

Surbhi Agarwal

Founder, The Art Exotica (handicrafts exporter), Jodhpur

Surbhi Agarwal of Jodhpur, Rajasthan launched 'The Art Exotica' in 2016 from her garage with just ₹27,000. By partnering with rural women artisans of western Rajasthan, she took sustainable, eco-friendly Indian handicrafts and home-furnishing products to countries like Germany, France, the Netherlands, Sweden, Australia and Canada. Ensuring fair wages for artisans, she grew the company to lakhs in revenue. Her story shows how a grasp of international business can carry Rajasthan's local craft to global markets.

YourStory (HerStory) · <https://yourstory.com/herstory/2020/06/woman-entrepreneur-handicrafts-export-business>

Sanjay Kothari

Vice Chairman, KGK Group (gems-jewellery exporter, Jaipur origin)

Sanjay Kothari is Vice Chairman of the KGK Group — founded in 1905 in Jaipur, Rajasthan, and today spanning mining, manufacturing and distribution of coloured gemstones, diamonds and jewellery. The group manufactures across India, Thailand, China, Russia, South Africa and more, and distributes to about 15 countries. This journey of a Jaipur family firm becoming a global gems-jewellery empire shows how international business management can take Rajasthan's traditional industry worldwide.

YourStory (SMBStory) · <https://yourstory.com/smbstory/jewellery-business-kgk-group-jaipur-india>

10 If this route does not work out

One exam or one attempt does not close the door. The same subjects also open these routes — entry is usually easier, and you can return to this field later.

- Sales & Marketing Manager
- Business Development Manager
- Retail Manager

11 Sources & further reading

1. Rajasthan Career Guidance – International Business Manager — <https://cg.rajasthan.gov.in/careerguidance/hi/career/%e0%a4%85%e0%a4%82%e0%a4%a4%e0%a4%b0%e0%a5%8d%e0%a4%b0%e0%a4%be%e0%a4%b7%e0%a5%8d%e0%a4%9f%e0%a5%8d%e0%a4%b0%e0%a5%80%e0%a4%af-%e0%a4%b5%e0%a5%8d%e0%a4%af%e0%a4%be%e0%a4%aa%e0%a4%be%e0%a4%b0-%e0%a4%aa/>
2. Glassdoor – International Business Manager Salary — https://www.glassdoor.co.in/Salaries/international-business-manager-salary-SRCH_KO0,30.htm
3. 6figr – International Business Manager Salary — <https://6figr.com/in/salary/international-business-manager--t>
4. Federation of Indian Export Organisations (FIEO) — <https://fieo.org/>



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