



PR/108740 | Technical Sales Representative- PVB Resin {Mumbai}

Job Information

Recruiter
[JAC Recruitment India](#)
Job ID

1504801

Industry

Other (Trade)

Job Type

Permanent Full-time

Location

India

Salary

Negotiable, based on experience

Refreshed

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General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Business Level

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

Position: Technical Sales Representative

Location: Andheri East, Mumbai, Maharashtra (Noida, Uttar Pradesh is also considerable)

Role: Responsible for product sales, new customer acquisition, support for existing customers and technical service in the assigned sales region for PVB Resin.

Experience in Bachelor's degree in Chemical/ Process Engineering or related field.

Completed commercial or technical training (chemical industry, process engineering)

MS Office

Key Activities:
Technical Sales

- Establishing and expanding customer relationships by professional support of the existing customer base in the sales region.
- Advising customers on product features, technical requirements, and feasibility of customizations, in coordination with R&D and product management
- Clarifying customer complaints
- Customer visits and sales trips
- Checking sample requirements for necessity and sample tracking
- Contract negotiations
- Creating offers

Record customer information and interactions in GCRM

Marketing Development

- Acquisition of new customers and developing new product applications in the region as well as conducting price negotiation
- Market observation and competitor analysis
- Independent further training to deepen marketing, product and industry knowledge by arranging internal and external training.
- Representation at trade fairs and events

Planning, monitoring the sales performance

- Contribute to the planning (budgets, targets) and implementation of the sales strategy in the assigned sales region in line with global sales targets and objectives.
- Plan, monitor and control the sales performance of distributors in the sales region

Self -Development

· Continuous interest in improvement of knowledge and personal development, confidentiality and personal integrity, capability of integrating opposite opinions/requirements

Required:**Knowledge/ Experience/ Mindset****5 years of relevant professional experience**

- Experience in sales or marketing & sales
- High level of understanding of chemical products and their processing methods
- High level of personal self-organization and -motivation, organizing milestones independently
- Keeping clear focus on economic aspects of measures taken (SMART target definition, POST definition approach: people, objectives, strategy, technology)
- High willingness to travel (also for several days)

Fluent in English language

Company Description