



PR/108782 | Manager - Sales-Chemical

Job Information

Recruiter

JAC Recruitment India

Job ID

1513743

Industry

Other (Trade)

Job Type

Permanent Full-time

Location

India

Salary

Negotiable, based on experience

Refreshed

January 21st, 2025 22:00

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: Manager - Sales-Chemical

Location: Mumbai

**Education: 1) B.Sc. Chemistry or B.E Chemicals or similar
2) MBA / PGDM with Marketing Mgmt. or similar**

Experience: 12-14 years

Essentials Requirement:

- Exp. of Sales/ Marketing at Trading/ Distribution or Manufacturing Co.
- Exposure to International trade.
- Segments: Inorganic Chemicals, Minerals, Specialty Chemicals, Healthcare etc.

Desirable Requirement:

- Commercial negotiation skill
- Knowledge of International trading and Liaisoning with Foreign companies.
- Should be capable of analysis and solve various problems in daily business independently.

Job Role

- The Candidate will be responsible for Import / Export and marketing of various kinds of Inorganic and Performance Chemicals, Minerals, Specialty Chemicals, Healthcare products.
- To help develop new Business opportunities and expand existing Business.
- High level interaction & co-ordination with clients in India, Japan & overseas.
- Maintain client relations to ensure continued and repeated business.
- Transaction related contractual, financial and logistics management/ follow through to ensure smooth end to end client deliverables.

Experience:

- Experience of 12- 14 years relevant industry experience from reputed domestic or international company

Skills Required (Technical / Soft)

- Should be team player and an effective communicator.
- Excellent Negotiation skills
- Good Leadership and Analytical skills
- Outstanding needs analysis, positioning, business justification and closing skills
- Superior presentation and excellent oral and written communication skills

Company Description