



PR/108909 | Business Executive / Sr. Business Executive – Sales {Gurgaon}

Job Information

Recruiter

JAC Recruitment India

Job ID

1513825

Industry

Other (Trade)

Job Type

Permanent Full-time

Location

India

Salary

Negotiable, based on experience

Refreshed

January 22nd, 2025 23:00

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

Designation-Business Executive/Sr. Business Executive – Sales

Location- Gurgaon

Age- 25-32 years

Qualification- Graduate B.Sc (Chem) / BE Chemicals/B.Tech -Polymer Engineering/CIPET Diploma/B.Tech from CIPET.

Preferred Qualification - CIPET – PGD –PPT (Post graduate Diploma in plastics processing and testing) course.

Previous Experience / yrs- Preferably 2 to 6 years of relevant sales working experience in Plastics raw materials supply (Engineering plastics such as PC, POM, ABS, PA, PBT, etc)

Skills- Market knowledge of 2W & 4W in all region (North, South, West)

Knowledge of International trade, LCs etc. will be an advantage

Knowledge of domestic stock and sales activities preferred

Workable knowledge of commerce related taxation in India.

Good communication, interpersonal, presentation and computer skills including MS office.

Self-driven, a team player and enjoy challenges

Able to work independently under minimal supervision.

Candidate must be willing to travel within India or outside India as and when required, must be holding a valid passport.

Responsibilities

Handle both domestic sales and export business to achieve sales targets.

Maintain existing customers and suppliers accounts

Develop new business with existing and potential customers and suppliers.

Expedite the resolution of customer problems and complaints to maximize satisfaction.

Achieve agreed upon sales targets and outcomes within schedule, Coordinate sales effort with team members and other departments.

Analyse the territory market's potential, track sales and status and reports the same to management.

Supply management with reports on customer needs, problems, interests, competitive activities, and potential for new products and services

Should be able to maintain adequate inventory level to avoid shortfall of material also minimize stock level to avoid dead stock, based on frequent discussion/forecast/PO from the respective customers

Discussion with various existing customers and suppliers' side to understand the new business opportunity and convert them into actual sales.

Cold-call as appropriate within your market or geographic area to ensure a robust pipeline of opportunities

Should be ready to work in Automotive (2W & 4W) and Electrification (EV).

Company Description