



PR/108968 | Sr. Business Executive / Assistant Manager - Sales

## Job Information

### Recruiter

JAC Recruitment India

### Job ID

1515423

### Industry

Other (Trade)

### Job Type

Permanent Full-time

### Location

India

### Salary

Negotiable, based on experience

### Refreshed

April 8th, 2025 12:01

## 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:** Sr. Business Executive/Assistant Manager - Plastic Sales

**Location:** Gurgaon

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

**Reporting to:** Sr. Sales Manager

**Age:** 30-37 years

**Experience:** 8 to 14 years of relevant sales working experience in Plastics raw materials supply (Engineering plastics such as PC, POM, PC/ABS, ABS, PA6 & PA66, PBT, etc).

### Skills /Knowledge required: -

1. Market knowledge of EV, Electrical & Electronic, White Goods, 2W & 4W Industry in all regions (North, South, West).
2. Should be ready to handle Specialty engineering Polymers.
3. Knowledge of International trade, Process/Documentation etc.
4. Knowledge of domestic stock and sales activities preferred.
5. Workable knowledge of commerce related taxation in India.
6. Good communication, interpersonal, presentation and computer skills including MS office.
7. Candidate must be willing to travel within India or outside India as and when required, must be holding a valid

passport.

8. Should have knowledge of White goods, Electrical & Electronics, Automotive (2W & 4W) and Electrification (EV) segments in the north/West/South regions.

**Responsibilities: -**

1. Handle both domestic sales and export business to achieve sales targets
  2. Maintain existing customers and suppliers accounts.
  3. Prospect for potential new customers and turn this into increased business.
  4. Expedite the resolution of customer problems and complaints to maximize satisfaction.
  5. Achieve agreed upon sales targets and outcomes within schedule.
  6. Analyze the territory market's potential, track sales and status and reports the same to management.
  7. Supply management with reports on customer needs, problems, interests, competitive activities, and potential for new products and services.
  8. Cold-call as appropriate within your market or geographic area to ensure a robust pipeline of opportunities.
  9. 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.
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**Company Description**