



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

January 14th, 2025 10:31

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