



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

募集職種

人材紹介会社

ジェイエイシーリクルートメントインド

求人ID

1513825

業種

その他（商社）

雇用形態

正社員

勤務地

インド

給与

経験考慮の上、応相談

更新日

2024年12月24日 13:15

応募必要条件

職務経験

3年以上

キャリアレベル

中途経験者レベル

英語レベル

ビジネス会話レベル

日本語レベル

ビジネス会話レベル

最終学歴

短大卒：準学士号

現在のビザ

日本での就労許可は必要ありません

募集要項

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).

会社説明