



ASSISTANT MANAGER – SALES / BUSINESS DEVELOPMENT TEXTILE & PERFORMANCE CHEMICALS

LOCATION: WEST REGION - INDIA



YOUR RESPONSIBILITIES:

The Job Role involves Sales, Business Development, Technical Services of Textile Chemicals and Performance Chemicals (Surfactants, Agro, Paint Additives, Release agents) for the West region.

Essential Functions:

- Responsible for increasing sales and develop business in the assigned market area.
- Target customers: Textile Wet processing units in Maharashtra and Central Region.
- Additional role will be responsible for the developing business of Performance product portfolio.
- Identify the business partner's strength and set sales targets accordingly under guidance of the Zonal Manager. Make the necessary action plan to achieve the same.

YOUR QUALIFICATIONS:

- Bachelor's or Master's degree in textile chemistry/technology from recognized institutes.
- Min 5-8 yrs. of Sales and Business Development experience in textile processing and/or sales/technical service in specialty textile chemicals in Performance products
- Understanding Textile Wet processing – Substrate, Machinery and Processes.
- Key market leading products and Distribution network.
- Understanding of Surfactants and various additive going into various industries is a plus (Paint, Agro, Release agents etc)
- Strong presentation skills, both oral and written and Strong technical relation in the key units.

- Manage receivables, monitor credit performance actively, and take corrective actions timely.
- Conduct technical trials, do product demonstration & problem solving at customer's place.
- Identify new opportunities to grow the business in assigned market area. To work on improving profitability of business generated.
- Maintain the customer data base, provide monthly market review, maintain secondary sales data of distributors, make visit reports, submit technical trial reports on periodical basis.
- Provide monthly & quarterly rolling forecast to the supply chain team. Monitor timely dispatches of goods. Work on managing finished goods stocks.
- To work with R&D in developing new products as per market need.

HAVE WE SPARKED YOUR INTEREST ...?

We look forward to receiving your application – apply now.

Kindly send your application to:
dileep.nair@pulcrachem.com

We look forward to hearing from you.

