



## ASST. MANAGER – TEXTILE CHEMICALS

LOCATION: KOLKATA, WEST BENGAL



### YOUR RESPONSIBILITIES:

The Job Role of Territory Sales Executive involves Business Development, Technical Services and completing the sales cycle with customers in the assigned territory in the eastern part of India.

#### Essential Functions:

- Responsible for increasing sales in the assigned market area. Target customers: fabrics mills (woven/knits), jute mills, garment washing/dyeing units.
- Identify the business partner's strength and set sales targets accordingly under guidance of the Zonal Manager - East. Make the necessary action plan to achieve the same.
- Manage receivables, monitor credit performance actively, and take corrective actions timely.

### YOUR QUALIFICATIONS:

- Bachelor's or Master's degree in textile chemistry/technology from recognized institutes.
- 10 - 15 yrs. of working experience in textile processing and/or sales/technical service in specialty textile chemicals. Preferably with work experience in the state of West Bengal.
- Understanding knit processing is a must. Good to have knowledge on jute/linen processing, woven fabrics processing in CBR and Denim.
- Strong presentation skills, both oral and written.
- CTC based on experience and industry standards.

- Conduct technical trials, do product demonstration & problem solving at customers 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.

