



JD/MGR/DRBIO/103/141221

## Job Description – Sales executive / Sr. SE / Assistant Manager Sales / Key Accounts Manager (New Business Development & Repeat Business)

**Designation** – Sales Executive / Senior Sales Executive / Assistant Manager Sales

**Location** – Pan India

**Experience** – 0-5 years

**Industry preferred** – Packaging , Sustainable Packaging, FMCG packaging, Protective Packaging, B2B Industrial Supplies

**Reporting to** – Sales Manager / Senior Sales Manager / Key Accounts Manager

**Qualifications** – Graduate / MBA preferred Engineering or Science

We are looking for smart energetic, resilient and persuasive business development executives, who can pitch the prospects and bring in sales of small and medium Size Accounts

This position is revenue generation position closely working with the marketing / lead generation and accounts team.

### Core Role and Responsibilities experience & Skills Required

- - Would be responsible for growing the business with clients in the existing markets in his region /city.
- - S/he will follow the leads provided by the organization, assessing the actual customer need and providing the most appropriate product from the basket of products to the customer and convert them into sales.
- S/he should have thorough knowledge of the chemical / packaging industry and keep himself updated on the new requirement trends, issues faced by the customer.
- - S/he will be responsible for identifying the exact sales opportunities for the leads provided of small and big corporate. Solve the changing needs of our clients; capitalize on the need to convert it into sale by pitching the organization's products to them
- - S/he will be conduct meetings with the business heads of the prospect organization in his city / region
- - S/he will visit the prospect organization along with the technical team, for product demonstration.

**UNIT I:** Plot no.07, Arkose Ind. Estate, Dist. Raigad, Mumbai

**Unit II:** B-31, Opp. Power House, Jamalpur, Chd Road, Ludhiana

**UNIT III :** 18 Sec 6 Manesar, Gurgaon

**UNIT IV :** 99 Sec 5, Manesar, Gurgaon

**UNIT V :** Adj Ludhiana Airport, Sahnewal, Ludhiana

**UNIT VI :** #797, Thiruvullaur High Road, Andersanpet, Poonamalle  
Taulk, Nemam, Chennai

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- - S/he will educate the prospects on the uniqueness and benefits of the organization products. S/he will pitch the benefits and the competitive advantage the organization products provide to the customer.
- - S/he will also be responsible for building a continuous relationship with the customer, such that he is retained and then passed on to the new team.
- - S/he will also be responsible for cross selling from the basket of services provided by the organization.
- - S/he will also up-selling from the existing customers.
- - S/he may be accompanied by Sales Manager for larger or new clients at the time of sales closure
- - This is a target driven position. S/he will have targets on the sales revenue, up-selling, cross selling, payments received and also on general sales process discipline maintained
- - S/he will be coordinate with the accounts team, to ensure the client payments reach the accounts department on time.
- - S/he is responsible to keep the boss updated of the discussion with the customer on a daily basis, daily fill the sales and meetings information in the sheets and sales system. And follow the sales discipline

### Competencies –

- - Negotiation Skills
- - Can create a compelling Reason
- - Passionate
- - Curiosity & Awareness
- - Self Driven
- - Listener with a good emotional Quotient
- - Empathetic
- - Analytical Skills

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