

Deputy Manager / Manager (Trading-Industrial Products)**Department:** Marketing-Industrial Products**Grade:** II-B / II-A**Requirement**

Education Qualification **Essential:** Science/Engineering Graduate with MBA / PGDM (or any equivalent 2 years full-time management course)
Preferable: MBA with some prior sales experience

All courses must be from recognized University.

Experience 5-7 years of experience in international chemical trading including sourcing, domestic sales, exports & imports
 Should possess knowledge of various compliances & benefits related to regulatory authorities for export & import

Age Not more than 30 years as on the date of advertisement

Language proficiency Must be fluent in English and Hindi.

Location The current job location shall be at Baroda (HO). However, recruit may be placed anywhere in India on the basis of company's requirement in future.

I. Overall Objective

Drive overall sales and distribution of Industrial products / Fertilisers / Agrochemicals (Trading) for domestic as well as overseas customers. The recruit will also work towards sourcing and selling activities for fertilizers as and when required.

II. Roles & Responsibilities**a) Sales of Industrial Products**

- To ensure regular sales to key accounts and distribution partners of traded products (Chemicals and fertilizers)
- To continuously track market trends for traded products from data analysis, primary & secondary research
- To regularly visit and build relationships with the market (customers & channel partners)
- New Product Research & Introduction with respect to demand received from the field visits
- Source Identification & Evaluation, Discussions, Negotiations & Overall Mgmt.
- International Regulatory Compliance identification and systems to follow
- Market Intelligence Analysis & Periodic Internal Presentation
- Meticulously maintain mandatory documentation for internal and external correspondence

b) Customer Relationship Management

- Identify core customers & maintain liaison;
- Understand requirements, resolve complaints and execute order as per the process/policy to ensure customer satisfaction
- Regular visits to the identified prospects and existing customers

III. Key Performance Indicators

- YoY increase in sales of Industrial products and fertilizers through trading
- No. of new customers added
- No. of new products added
- YoY percentage increase in market share;
- Target volume achieved (% or MT);

IV. Required Skills

- Aggressive Sales person
- People skills
- Self motivated
- Energetic
- Market research;
- Commercial acumen;
- Negotiation;
- Problem-solving;
- Strong analytical and research;
- Teamwork;
- Creativity;

V. Working Environment

The role may require extensive travelling, at least 15 days per month.

VI. Remuneration

Shall commensurate with skills, experience and market trends.

VII. Additional Information

The recruit shall be required to execute Service Agreement of Rs. 1,00,000/- to serve the Company for a period of 3 years.

We are an equal opportunity employer committed to creating an inclusive environment.
