

Dear all,

We are hiring Sales Executive for a Leading Chemical Manufacturing company Sahajanand industries limited.

**Role: Sales Executive (B2B Sales)**

**Location:** Bodakdev, Ahmedabad (H.O)

**Experience:** Min 2 year in sales (Chemical Industry)

**Qualification:** CHEMICAL ENGG + MBA (Chemical Industry)

**Key Responsibilities**

- To expand the distributor network and drive sales growth through them.
- To tap new projects and get approval grow sales in company.
- Stay up to date on company best practices, policies, products, pricing, and promotions.
- Ability to manage complex projects and multi-task.
- Maintain a Daily MIS report along with other weekly reports to track the Business activities - Prepare action plans and schedules to achieve specific targets Target Industries.
- Ensuring timely collection of payments Develop plan to achieve monthly target and set daily / weekly /monthly targets for him.
- Should be confident enough to handle channel sales & marketing activity, new business development from existing and new customers.
- Market Expansion/ New Markets: Developing new markets and new areas of business growth looking for business opportunities with the channel partners for more extraction and addressability.
- Keep management informed by submitting activity and results reports, such as daily call reports, weekly work plans, and monthly and annual territory analyses.
- Monitor competition by gathering current marketplace information on pricing, products, new products, delivery schedules, and merchandising techniques.
- Service existing accounts obtain orders and establish new accounts by planning and organizing a daily work schedule to call on existing or potential sales.
- Maintain professional and technical knowledge by attending educational workshops; reviewing professional publications; establishing personal networks; participating in professional societies.
- Resolve customer complaints by investigating problems; developing solutions; preparing reports, and making recommendations to management.
- Develop and grow the commercial relationships of assigned leading industrial customers while prospecting for new accounts to increase market penetration.
- Forecast sales to enable operations planning, introduce product innovations and maintain active memberships.
- Maintain and develop existing and new customers through planned marketing and client initiative efforts
- Assist in the planning and preparation of meetings, conferences and conference telephone calls followed by active participation in negotiating with clients.
- Make critical decisions on customer management and pricing strategies based on the various markets.
- Maintain database on products, queries and customers.

- Regularly follow up with customers for product enquiries and closing sales.
- Taking customer feedback and analysing them for future improvements
- Ensuring to update the CRM effectively with all appropriate data and primarily to manage the existing sales
- Identifies marketing opportunities by identifying consumer requirements; defining market, competitor's share, and competitor's strengths and weaknesses; forecasting projected business; establishing targeted market share.
- Understanding of export commercial terms and excellent communication skills
- Provide timely feedback to senior management regarding international sales performance.
- Maintains accurate records of all international prices, sales and activity reports.
- Sets short- and long-term international sales strategies.
- Should have Expert in computer & Excel and Good in Communication skill & Interpersonal skill.

❖ **Other Attributes:**

- Good command of English (written & oral) and local language
- Proficient in MS office tools
- Can start on short notice
- Good references from trade & chemical industry
- Probation: 03 months (can be extended for another 03 months)
- Job Types: Full-time, Regular / Permanent

❖ **Perks and Benefits**

- Best in the Industry / *Salary*: 2.50 – 3.00 lakh P.A. / Monthly – 20 to 25k.
- Bonus / Paid Leaves / Other allowance / Cell phone reimbursement / Day shift / Stress free environment / Work independently

**Please send updated resume at [hr@sahajanand.ltd](mailto:hr@sahajanand.ltd) or in WhatsApp 7434000337 for further steps if interested.**