

**Position: Asst. Manager Sales**

**Department: SPS**

**Job Description:**

As a Masterbatch Sales professional responsible for handling a specific region, primary role will be to manage and grow the business of Engineering Polymer & Specialty Polymers. He/she will be responsible for both maintaining existing accounts and developing new business opportunities. This includes providing technical support to clients by attending trials and addressing technical queries related to masterbatch products.

**Key Responsibilities:**

**Business Development:** Identify and pursue new business opportunities in the region. Build and maintain strong relationships with existing clients while actively seeking new customers for masterbatch products.

**Technical Support:** Assist clients by providing technical expertise during trials and addressing any technical issues or inquiries related to the products. Offer solutions that improve the quality of their end products while finding cost-saving alternatives where appropriate.

**Sales Realization:** Strive to meet or exceed sales targets and ensure timely realization of sales revenue.

**Sales Budget and Planning:** Develop, manage, and execute sales budgets and plans to achieve stated gross margin and sales targets. Accurately forecast and plan for the required materials in collaboration with the Product Head.

**Price Negotiation:** Negotiate pricing and terms with customers to ensure mutually beneficial agreements that align with the company's goals and profitability.

**Visit Plan and Reporting:** Prepare visit plans for client interactions and provide regular reports on sales activities, customer feedback, and market developments to the management.

**Customer Complaint Handling:** Address customer complaints promptly and effectively, finding solutions to resolve issues to the satisfaction of all parties involved.

**Market Strategy:** Understand the plastic/pigment market trends in the region and develop effective strategies to maximize market reach and penetration for masterbatch products.

**Market and Competitive Analysis:** Generate market information and competitive intelligence to stay ahead of the competition and identify potential opportunities.

**Requirements:**

- Bachelor's degree in a relevant field (Chemistry, Chemical Engineering, Polymer Science, etc.)
- Proven experience in sales and business development within the polymer industry, preferably with masterbatch products.
- Technical knowledge and expertise in Engineering polymer & Specialty Polymers.
- Strong communication and negotiation skills.
- Ability to work independently and meet sales targets.
- Analytical mindset with the ability to gather and interpret market data.
- Willingness to travel within the assigned region.