

## **1. Position- Asst Manager / Manager**

**2. Experience:** 10-12 years of experience in Magnetic seal less pumps (direct with manufacturer or dealer) for Chemical, Pharma and Industrial applications.

## **3. Job Description.**

- a. Calls on customers - All consultants, contractors, principal offices and other establishments and attempts to convince prospective clients of desirability and practicability of products.
- b. Follows sales objectives and action plans and Prepares techno-commercial quote as per client requirement.
- c. Develops and Maintains close relationships with customers to track upcoming requirements.
- d. Develops sales opportunities
- e. Monitors sales by customer against target and initiates corrective actions as required.
- f. Analyses price and cost statistics.
- g. Delivers sales presentations /Technical data sheet to key clients
- h. Attending technical/ commercial Pre Bid and Post Bid meetings with the Clients.
- i. Conducting market research activities and tracking competitor's developments

## **4. Personal Skills**

- a. Self-starter and target oriented person.
- b. Must possess good planning, organising and execution skills.
- c. Should be avid traveller .
- d. Must be good in written and verbal English.
- e. Must have good contacts with dealers / distributors.