



Job Description

Name of the Company	Tatva Chintan Pharma Chem limited
Position	Manager/ Sr. Manager- Sales & Marketing (Export)
Role Purpose	To strengthen & grow Business of Specialty Chemical Industry in export market
Roles that he/she reports to	Global Sales Head
Location	Vadodara
Qualification	B.Sc./M.Sc.- Chemistry, Dipl./BE- Chem. Eng. and BBA /MBA - Marketing
Years of experience	10 to 15 Years
Focus Area	<ul style="list-style-type: none"> • Growing International Sales with current & existing portfolio • International Travelling & customer relationship building • Understanding of Product Chemistry, organic synthesis & it's right application of specialty chemical manufacturing company • Market Research & development of export customers & territory of Specialty Chemical Industry • Direct sales activities of the chemical business including sales, pricing, business development and distribution of the products • Plan and direct activities such as sales promotions, Determine products to be sold, and set prices and credit terms, based on customer and company's policies (and approvals) • Relate and manage customers' needs assessment, meeting quality standards for services and solutions, and evaluation of customer satisfaction • Negotiations with customers but winning hearts • Achievement of new & existing sales, including expansion sales (upsell), revenue growth targets of company export territory

Experience

- Proven track record of sales & marketing & growth of speciality chemicals business in export market
- operations part in marketing i.e. handling communications with the customers, arranging samples, following up dispatches and handling other special requests from customers in regards to the order.
- Enquiry generation, Tracking & closing
- Sales MIS, data analysis & right decision ability
- Digital Marketing, Branding & establishing strong positive company image
- Handling day to day issues of customer, To response with right solutions from despatch to final payment
- Logistics management so related compliances knowledge
- Ensuring payment on time
- Previous experience in managing and growing a sales volume
- Identify opportunities within the marketplace
- Meet business financial targets
- Provide weekly reports on visibility on pipeline, probable deals for planning and tracking business growth
- Data analysis & Costing

Knowledge, Skills & Attribute

- Smart in Communication Verbal & written skill
- Negotiation
- Presentation
- Branding in social media & other sources
- Pleasant personality
- Data analysis, System orientation
- Skill Traveller
- Must possess strong forecasting skills
- Business Development oriented - has the ability to drive new business
- Language skills : fluent in English
- Drive growth synergies
- Strategic thinking, competence in analysing and managing complex business situations and customer needs

About Tatva Chintan

Our website

<https://www.tatvachintan.com/>

On linkedin

<https://www.linkedin.com/company/tatva-chintan-pharma-chem-ltd/mycompany/?viewAsMember=true>

on youtube

<https://www.youtube.com/watch?v=8pzBWPw6e-U&t=2s>