

Manager Marketing Baroda

Position: All India Manager Marketing

Location: Baroda

Qualification: MBA in Marketing / sales

Experience: Relevant Experience in Chemical additives or Plastic Industry

Skills require: Good Communication; Convincing Skill; Positive Mindset and Target Oriented.

Preferable Industry: Plastic / Chemical Additives.

Job Description:

- Identify New Opportunities within existing customers and forward sample for trial.
- Introducing new product to the new customers and follow-up. Collect reasons for rejection of sample.
- Gather market information for new principals and do analysis on the report and make meaning full report for Principal. .
- Perform market survey direct or indirect.
- Intelligent data preparation for principal.
- Sales target achieving based on annual budget figure and also help team member to achieve the same.
- New market area development for existing products.
- Prepare reports: Monthly, weekly, visit report etc.
- Making offers to the customers and maintaining reports with offers to the logical conclusion.
- Documentation: Creating interval purchase order with commercial task.

Key result areas:

- Principal Handling / New Business Development.
- One point contact for Customer and the Principal.
- Responsible for sales and collection of C-form and payment from customer.
- Customer Relationship.