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| Team | Sales & Marketing |
| Role | Executive |
| Work Location | Nasik |
| Reports To | Manager |
| Business Unit | DM |
| Job Code | SE-DM |
| Responsibilities | Enhance sales & marketing operations for PEB (Pre Engineered Buildings) Projects / Roofing - Purlin portfolio / prefabricated work etc |
| | Make visits to consultants/contractors on regular basis and update feedback from contractor or consultants |
| | To follow up on the projects from the sales call stage till the implementation |
| | Raising quote requests forms with design and estimation departments based on the customer's requirements/consultants drawings in order to get the project priced |
| | Conduct effective execution of sales & marketing programs |
| | Ensure good reputation for products & services in the marketplace |
| | Represents the organization / Conduct events / Participate at any meetings, trade shows, events to promote products & services |
| | Delivers sales & marketing presentations to key clients |
| | Meets with key clients assisting sales representative with maintaining relationships, negotiating and closing deals |
| | Keep update on competitive products in terms of reliability and FAB in the poultry industry |
| | Trade customer handling |
| | Meet set targets |
| | Generate & submit MIS reports |
| Important Note | The responsibilities as indicated herein are not restricted to the above only. It gets enlarged along with upgrading on skills, need of the hour & business requirement |
| Experience Level | 3 - 6 years |
| Preferred Age Group | 30 - 35 years |
| Gender Preference | No |
| Academics | Diploma / BE - Civil, MBA-Mktg |
| Salary Range | Open to negotiate |
| Incentive | Yes |
| Travel requirement | High |