

DURA BUILD CARE PVT. LTD.



AN ISO 9001 : 2008 COMPANY

JOB OPENING

Designation: Business Development Manager/Area Sales Manager

JOB DESCRIPTION:

- Develop new product penetration for a market area in coordination with the sales team and business development.
- Should have a good network within Infrastructure, group housing/residential building, commercial, airports, cement/power plant sector where the right products can be marketed.
- Ability to motivate and coach sales reps
- Ability to liaise and build relation with civil engineers, contractors, architects, developers.
- Train the sales reps to the different products and their applications,
- Analyse sales statistics and challenge sales team.
- Identify high building material potential projects and follow up
- Organise promotional events and technical seminars.
- Participate/co-manage all sales meetings on the product mix.

QUALIFICATIONS:

- MBA/M-Tech/B-Tech/Diploma in Civil/Chemical Engg or MSc/BSc in Chemistry with more than 2 years experience.
- Sales & Marketing experience (Candidates from cement industry, construction chemicals, building materials industry, etc) would get more priority.
- Good analytical and communication skills.
- Highly motivated and demonstrate commitment to teamwork

Salary: Would not be a constraint for the right candidate.

ONLY INTERESTED CANDIDATES ARE REQUESTED TO APPLY BY FORWARDING THEIR RESUMES TO roy@durabuildcare.com / sales@durabuildcare.com AT THE EARLIEST. THEY SHOULD MENTION THEIR EXPERIENCE AND EXPECTED SALARY IN THE SUBJECT LINE. Consequently, you would be informed of a suitable time for the interview.