



<https://shrservices.in/job/727>

Manager Sales Marketing- Adhesives

Description

- Heading sales and marketing vertical for each product,
- Identify and Develop Business with existing customers and new customers.
- Develops and implement a business plan and sales strategy for the market to achieve sales of the company.
- Analysis of Share of Business and devising strategies to increase the same.
- Costing of new products, Quotation of new products, and contribution analysis.
- Monitoring of competitor activity.
- Keeping execution & track of RFQ's for New Developments & forwarding the same to Techno-Commercial team after business risk analysis.
- Initiating discussions with the customers by giving presentations.
- Control on collection of receivables
- Initiating discussions with Customers for price negotiation & price increase, if any.
- Close interaction with customers for new business query
- Periodical analysis of pricing trend for future planning.
- Creating good will for the company though maintaining good relationship with customers and ensure maximum customer satisfaction
- Willingness to travel and good communication skills.
- Generate MIS and Reports.

Qualifications

Qualification: Other Bachelor Degree

Contacts

Company Name: Sperry Plast Limited

About Company: Established in 1986, Sperry Plast Limited has made a name for itself in the list of top suppliers of PVC Pipes, Pipes & Pipe Fittings in India. The supplier company is located in Greater Noida, Uttar Pradesh and is one of the leading sellers of listed products. Sperry Plast Limited is listed in Trade India's list of verified sellers offering supreme quality of Pvc Pipes, Durable Pipe, Pipe Plastic Fta Connectors etc. Buy PVC Pipes in bulk from us for the best quality products and service.

Email ID: response@shr.in

Hiring organization

Strategic HR & IT Services

Industry

Manufacturing / Production / Quality

Job Location

Greater Noida, Uttar Pradesh (India)

Base Salary

₹ Not Disclosed

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March 14, 2024