***One of India’s leading producers of fertilizers and industrial chemicals,***

We are transforming our business through focus on Collaboration beyond boundaries, Relentless Focus on Results, Innovation, and unflinching commitment to deliverables and promises.

We are looking for individuals who enjoy working outside their comfort zone and are ready to accept challenges. We believe in achieving excellence in whatever we do. For this we provide a great degree of support through a combination of best of the systems & processes, employees’ capability building and their well-being.

We also place a considerable weightage to individuals who are proactive & self-motivated and have good inter-personal & social skills and have the ability to work in teams.

**JOB DESCRIPTION**

*Designation: Function:*

*Location: Sector:*

*Purpose of the Job:*

**Overview/ Responsibilities: As a < Designation>, you will be expected to:**

|  |  |
| --- | --- |
| ***Key Accountabilities for the position*** | ***Major Tasks for the position*** |
| Formulate the sales strategy for the entire region | * Mapping & segmentation of the target market.
* Identify business drivers and entry barriers in the region.
* Tracking & analysing the segment wise competition in terms of market share analysis and business model.
* Formulating Area wise sales plan.
* Key customer account management.
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| Ensuring Company Brand visibility. | * Participations in seminars, conferences and workshops related to the business.
* Developing relations with Trade & Industry bodies.

Organising awareness programme for various market segments. |
| Prepare & implement annual budget for the region | * Prepare and monitor budgets verses actual (product wise/ month wise).
* Interact with key account customers for finalising commercial terms & conditions.
* Ensuring sales targets are achieved as per the plan.
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| Relationship Building | Co-ordinate and interact with Trade bodies and agencies like PESO, DGMS, CCE, Customs, Shipping, etc. |
| Compliance to AN Rules & Other Statutes | Compliance to all Rules & Regulations for Safety & Security towards a Risk-Free business. |
| ***Educational Qualifications*** | ***Total years of experience*** |
| * B.E/B.Tech – Mining/Diploma in Mechanical Engineering, MBA desirable but not mandatory

Sufficient knowledge of Commercial and Technical Services function | 12 – 15 years of Sales Experience in chemical/Mining Industry |
| ***Technical /Functional Expertise:***  |
| * Knowledge of mining operation and handling of explosives
* Knowledge of statutory provisions like, Mining Legislation/Regulations, Mines Act and Explosives Rules
* Knowledge of Blasting Optimization
* Proficient in computer handling and applications
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