***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:* Manager- Field Application *Function: Sales*

*Location:* Gwalior/Baroda/Bhilwara *Sector: TAN*

*Purpose of the Job:*

**Overview/ Responsibilities: As a** Manager- Field Application**, you will be expected to:**

* Deliver budget volumes and revenues of LDAN and Forward Integration projects in Infra segment
* Provide pivotal support with external stakeholders and internal to organization for delivering value propositions as per plan
* Provide and arrange support in logistics for delivering products and services to maintain DIFOT
* Provide field inputs related to market information to improve the value delivery to end customers
* Ensure and establish secured finance model for product delivery in lines with organizational requirements

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| ***Key Accountabilities for the position*** | ***Major Tasks for the position*** |
| Deliver budgeted volumes and NSP for Infra segment | Deliver monthly volume budgets and NSP as per monthly plan |
| Explore lead generation and convert it to STL fold as per budget targets | Provide competition reports based on market intelligence and infra market |
| Provide customer base for Forward Integration projects to achieve budgeted volumes and revenues | Support customer satisfaction in continued product quality and services |
| Provide field reports based on sales and business development activities and coordinate with technical services team to deliver customer value proposition | Ensure collection of credit customers be received within credit period |
| Launching of NPD in existing customer base and facilitate in providing technical support to establish the products | Establish working relationship with statutory and legal bodies to support drive conversion of customer base |
| ***Educational Qualifications*** | ***Total years of experience*** |
| * Graduation or technical diploma in mining or safety   Have minimum experience of 5 years in Ammonium Nitrate or Explosives Industry field application | * Minimum 5 years related to field application in Explosives or Ammonium Nitrate business   Have knowledge of handling explosives and ammonium nitrate and its legal requirements |
| ***Technical /Functional Expertise:*** | |
| * Handled blast designs as a part of delivering key value in improving mining downstream metrics * Expertise in selection of explosives and application and its safety aspects * Adept in knowledge on Explosives and Ammonium Nitrate rules | |