01   POSITION:      Business Executive

2.0   FUNCTION:     Commercial, Sales, Sourcing of Chemicals

3.0   REPORTS TO:  GM

4.0   LOCATION:  Lahore

5.0   JOB REQUIREMENT:     
    Achieving Sales goals & market share growth objectives of the assigned territory

    Responsible for Pre-sales activities

    Analysis of product with the competitor’s price-wise, quality-wise.

    Analysis of market trend

    Knowledge of international market

    Knowledge of govt. rules & regulations, duties and taxes

    Sourcing of material related to chemicals (International & Local)

    Search for customers (International & Local)   
    Analyzing assigned territory, customer requirements and competitive activities like product comparisons.

    All aspects of customer satisfaction and communication of issues to management.

6. EXPERIENCE AND QUALIFICATION

Graduate (Preferably MBA) with 2-4 years of working experience in sales of Rolls, Regenerated material, Pig Iron and Ferro Alloys business   
    
7. KNOWLEDGE, SKILLS, AND ABILITIES:   
  
    Ability to communicate effectively   
    Ability to present the specific data   
    Ability to understand the difference with available product in the market and prepare the comparatives with them.   
    Strong analytical skills