**Job Profile**

Sales Executive (Bitumen Emulsion, Modified Bitumen)

**Key Responsibility areas**:

* **Sales:** Achieving Sales Target, Traveling across the entire region,
* **Market and Customer Analysis:** Customer Service & Education. Interacting with Customers for their requirements, understanding their needs and generating Demand for the company Products in the area.
* **Technical Services**: Rendering Technical Services regarding use of products and field demonstration of products to Customers.
* **New Product development and Trails.**
* **Sales Processing:** Handling Sale processing, Supplies& Distribution and Payments & recoveries, Credit Control, Marketing Administration. Sales Tax Forms Realization.
* **Data Analysis and Reports:** Sales Volume Compilation Marketing Contribution and Analysis of Net Realization, Outstanding Credit Compilation, Reporting and Improve Credit Realization
* **Co-ordination activities:** Entering Payment and Sales Order in ERP. Coordination with Plant for sales and purchase. Supporting integrating operations within the organization
* **Liaison:** Liaison with DGS&D, CRRI, PWD, CPWD, MCD and other Govt. Departments.

**Experience**:3 to 4 years minium

**Salary:**15,000 – 20,000 per month

**Key Competitors**: Hincol, Shell, AR Thermostats, Tiki Tar, Tina Overseas, MBD, Petrochem Specialities, Jalnidhi Bitumen, ART Infra, STP, Shiva Asphalt.

**Working Location**:Patna

**Organization**: Juno Bitumix Pvt. Ltd

9B,2ndFloor,Tower-II,Plot No. C-25,Stellar IT Park, Sector-62, Noida201301 (U.P.)

**Kindly Note**: The person will have to travel pan India for sales purpose.

**Selection Process**:

1. First round with HR
2. Final round with Director