**Job Profile**

Sales & Marketing Senior Manager Post (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.
* **Team greed**
* **Key Objective**:The Senior Sales Manager leads and manages all sales operations and oversees activities of the junior sales management team. The key objective of the Senior Sales Manager is to grow incremental and new sales for the business while simultaneously reducing customer turnover.
* **Knowledge and Opportunity:** The Senior Sales Manager also has a duty to identify and develop new market opportunities for the business. In this capacity, the Senior Sales Manager develops and maintains knowledge of consumer, competitor, and market trends. He stays up-to-date with industry best practices and standards through attending events and seminars, attending individual and group training programs, and reading industry publications and newsletters.
* **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**: 6 to 7 years minimum

**Education:** Must have a Post-Graduation Degree

**Communication Skills**: Communication skills are a must have for this position, in both verbal and written form. These skills are especially necessary in building relationships with consumers & external partners.

**Salary: 70,000** per month Maximum

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

**Reporting Office: Noida**

**Reporting to: Managing Director**

**Organization**: Juno Bitumix Pvt. Ltd

9B,2nd Floor,Tower-II,Plot No. C-25,Stellar IT Park, Sector-62, Noida 201301 (U.P.)

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

**Selection Process**:

1. Telephonic Interview
2. One to one