

Job Title: Sales Manager

Location: Mumbai, India

About Us:

Dai-ichi is at the forefront of the specialty chemicals industry, known for our innovative approach and commitment to quality. We're dedicated to developing products that not only meet but exceed the needs of our customers while maintaining environmental stewardship.

Job Summary:

The Sales Manager will lead efforts to expand our market share locally and globally. This role involves strategic sales planning, deep market penetration, and fostering strong relationships with new and existing customers to enhance our revenue streams.

Key Responsibilities:

- Lead the sales team to support new and existing business initiatives to boost revenue.
- Oversee the sales of specialized chemicals used in various industry applications.
- Identify potential customer bases and develop strategies to cultivate sales opportunities.
- Provide expert product knowledge to support major accounts.
- Assist in forecasting sales growth and budgeting.
- Collaborate with Marketing and Technical teams to develop effective sales presentations.
- Manage a broad range of sales activities, including prospecting new customers and account management.
- Maintain regular customer engagement to gather market intelligence and promote new products.
- Drive proactive sales of Dai-ichi products to increase revenue.
- Partner closely with the R&D team to develop innovative products and explore new business opportunities.

Qualifications:

- Bachelor's degree in a science-related field.
- 10+ years of relevant sales experience.
- Proven track record of high-performance specialty chemical product sales.
- Demonstrated ability to achieve new business targets and effectively engage with prospects.

Why Join Dai-ichi:

- Be a part of a pioneering company that is leading innovations in the chemical industry.
- Engage with a team of professionals that values growth and sustainability.
- Enjoy a role that offers diverse opportunities to impact the company positively.
- Competitive salary and benefits package.