



## PR/109510 | Assistant Manager – Business Development & Sales (Pressure Sensitive Adhesives)

### Job Information

**Recruiter**

JAC Recruitment India

**Job ID**

1552443

**Industry**

Chemical, Raw Materials

**Job Type**

Permanent Full-time

**Location**

India

**Salary**

Negotiable, based on experience

**Refreshed**

August 19th, 2025 09:01

### General Requirements

**Minimum Experience Level**

Over 3 years

**Career Level**

Mid Career

**Minimum English Level**

Business Level

**Minimum Japanese Level**

Business Level

**Minimum Education Level**

Associate Degree/Diploma

**Visa Status**

No permission to work in Japan required

### Job Description

Position: Assistant Manager – Business Development & Sales (Pressure Sensitive Adhesives)

Location: Mumbai

Department: Sales & Marketing

Reports To: Sales Head

Experience Required: 5 – 15 Years

Industry: Specialty Chemicals / Adhesives / Packaging / Industrial Products

#### Role Summary:

We are seeking a dynamic and results-driven Assistant Manager – Business Development & Sales to expand our Pressure Sensitive Adhesive (PSA) product line. The ideal candidate will bring strong industry knowledge, proven sales skills, and a passion for customer engagement. You will be responsible for identifying new business opportunities, nurturing existing accounts, and driving revenue growth through consultative selling.

**Key Responsibilities:**

- **Business Development:**
  - Identify and develop new business opportunities across targeted industries such as tapes, labels, automotive, packaging, graphics, and healthcare.
  - Generate leads through market research, networking, industry events, and digital platforms.
  - Develop strategic partnerships to enhance the brand presence in both domestic and international markets.
- **Sales Management:**
  - Achieve and exceed sales targets and KPIs as set by the organization.
  - Prepare and execute sales plans, customer visit plans, and sales forecasts.
  - Negotiate pricing and commercial terms in alignment with company guidelines.
- **Customer Relationship Management:**
  - Build and maintain strong, long-term customer relationships.
  - Provide technical support and product knowledge to customers in coordination with R&D/Technical teams.
  - Gather customer feedback and market intelligence for continuous product and service improvement.
- **Reporting & Coordination:**
  - Maintain accurate sales records, activity reports, and customer data.
  - Coordinate with cross-functional teams including R&D, Production, Quality Control, and Logistics for smooth order execution.
  - Provide regular market updates, competitor analysis, and customer trends to senior management.

**Qualifications & Skills:**

- Bachelor's /Master's degree in Chemistry, Chemical Engineering, Polymers, Business Administration, or related fields.
- 5 to 15 years of proven experience in Sales / Business Development in Pressure Sensitive Adhesives or related adhesive/coating industries.
- Strong understanding of PSA technologies such as solvent-based, water-based, hot-melt, and UV-curable adhesives.
- Demonstrated ability to close sales and grow accounts.
- Excellent communication, negotiation, and interpersonal skills.
- Willingness to travel extensively as per business needs.
- Ability to sell Value is a must

**Notice:** By submitting an application for this position, you acknowledge and consent to the disclosure of your personal information to the Privacy Policy and Terms and Conditions, for the purpose of recruitment and candidate evaluation.

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**Company Description**