



PR/109766 | Sales Manager - Digital Solutions (Pulp & paper)

Job Information

Recruiter

JAC Recruitment India

Job ID

1561480

Industry

Other (Manufacturing)

Job Type

Permanent Full-time

Location

India

Salary

Negotiable, based on experience

Refreshed

February 3rd, 2026 08:01

General Requirements

Minimum Experience Level

Over 10 years

Career Level

Mid Career

Minimum English Level

Daily Conversation

Minimum Japanese Level

None

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

Company Overview: One of the leading pulp and paper industry organization providing various solutions.

Job Overview: The individual will be responsible for improving automation and the digital transformation journey in the paper and pulp industry.

Job Responsibilities:

- Define and implement company digital & automation solutions strategy tailored to the Indian paper industry.
- Identify advanced control opportunities across processes including assessment and quantification of value proposition.
- Generating and closing opportunities for data analytics & visualization leveraging established references in India and overseas.
- Work with internal stakeholders and leverage the organization-wide capabilities to develop a business development roadmap including key projects and target clients.
- Conduct roadshows, workshops, marketing campaigns, representation in technical forums, joint papers to enhance visibility of our proven solutions.
- Work with data analytics and APC teams to conduct system audits, collect mill data, review the process, understand

pain-points & limitations, understand cost of quality, variability analysis, conducting economic analysis, prepare proposals including commercial terms, competitive landscape and ultimately winning businesses.

- Work closely with the solutions implementation team throughout the project implementation phase and assist when need arises.
- Provide feedback to functional teams on improvement ideas for betterment of solutions towards larger market penetration and adoption.

Job Requirements:

- Bachelor's degree in chemical engineering, Process Engineering, Automation, Instrumentation or similar.
- 8-10 years relevant work experience in Pulp & Paper Industry
- Deep understanding of Pulp & Paper making process and industry pain-points
- Knowledge and experience in mill automation, digitalization landscape and systems
- Strong technical expertise in automation and digital tools
- Excellent communication, negotiation, and customer relationship management skills.
- Ability to align technology with customer business outcomes (efficiency, sustainability, profitability).
- Entrepreneurial mindset with a focus on innovation and value creation
- Good command of English, both verbal and written
- Able to work both autonomously and within a team
- Willing to travel
- Ability to engage with people across different time zones

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