



## 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**

October 28th, 2025 06:00

### General Requirements

**Career Level**

Mid Career

**Minimum English Level**

None

**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 advance 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

**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.

Privacy Policy Link: <https://www.jac-recruitment.in/privacy-policy>

Terms and Conditions Link: <https://www.jac-recruitment.in/terms-of-use>

---

**Company Description**