



PR/110561 | DGM / AGM Sales & Marketing

Job Information

Recruiter

JAC Recruitment India

Job ID

1603165

Industry

Other (Trade)

Job Type

Permanent Full-time

Location

Thailand

Salary

Negotiable, based on experience

Refreshed

July 21st, 2026 11:15

General Requirements

Minimum Experience Level

Over 10 years

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

None

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

Job Description:

This role will be instrumental in driving sales and market expansion of CPVC compound and resin products in India. The position focuses on strategic engagement with existing clients, identifying new market opportunities, and strengthening the company's presence in the Indian CPVC and piping industry. The ideal candidate will bring strong industry expertise, an established network within the CPVC or allied piping sector, and a proven track record in business development and customer relationship management.

Key Responsibilities:

- Drive business growth by promoting CPVC compound and resin products to existing and prospective customers across India.
- Develop and execute sales and marketing strategies aligned with market trends and business objectives.
- Identify and pursue new applications, customers, and market opportunities for CPVC products.
- Build and maintain strong, long-term relationships with key customers, distributors, and industry stakeholders.

- Provide market intelligence, customer insights, and competitive analysis to support product development and strategic planning.
- Collaborate closely with regional and global teams to ensure alignment of market strategies and objectives.
- Support pricing strategy, commercial negotiations, and contract discussions with customers and distributors.
- Represent the company at industry events, exhibitions, conferences, and customer meetings.

Mandatory Qualifications:

- 10+ years of experience in sales and marketing within the chemical, resin, or piping industry, with hands-on exposure to CPVC products.
- Strong understanding of, and network within, the Indian piping and plumbing market.
- Bachelor's degree or higher (Engineering, Chemistry, or Business preferred).
- Business-level English proficiency for customer engagement and internal/global communication.

Preferred Qualifications:

- Strong negotiation skills and proven ability in client relationship management.
- Experience in leadership or team management roles.
- Business trip 3 ~ 4 times a month (Domestic and other country)

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Company Description