



PR/110569 | AGM / DGM / GM: Sales & Marketing

Job Information

Recruiter

JAC Recruitment India

Job ID

1603170

Industry

Other (Trade)

Job Type

Permanent Full-time

Location

India

Salary

Negotiable, based on experience

Refreshed

August 18th, 2026 13:00

General Requirements

Minimum Experience Level

Over 10 years

Career Level

Mid Career

Minimum English Level

Fluent

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 Japanese trading organization involved in sales of CPVC resins and compounds to construction material manufacturing companies in India and abroad.

Job Overview:

This role will be instrumental in driving sales of CPVC Compound and Resin products through strategic engagement with existing clients and identification of new market opportunities. The ideal candidate will bring deep industry knowledge and a strong network in the CPVC and related piping industry.

Job Responsibilities:

- Drive business growth by promoting company's CPVC compounds and resin products to existing and new clients in India.
- Develop and **execute** strategic sales and marketing plans tailored to the Indian market.
- Identify and pursue new business opportunities and applications for CPVC products.
- Build strong, long-term relationships with key clients and stakeholders.
- Provide market intelligence, customer feedback, and competitive analysis to **develop business/pricing/development strategy**.
- Collaborate with regional and global teams to align market strategies.
- Represent the company at industry events, exhibitions, and customer meetings.

Job Requirements:

- Graduate having 10+ years of sales and marketing experience in the chemical, resin, or piping industry, with CPVC products.
- Strong understanding and network of the Indian piping and plumbing market.
- **Leadership and team management experience**
- **Strong negotiation and client relationship management skills**
- Marketing strategy and data analysis
- Business-level English (used for customer service and internal communication)

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