



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

募集職種

人材紹介会社

ジェイ エイ シー リクルートメント インド

求人ID

1561480

業種

その他（メーカー）

雇用形態

正社員

勤務地

インド

給与

経験考慮の上、応相談

更新日

2026年02月03日 08:01

応募必要条件

職務経験

10年以上

キャリアレベル

中途経験者レベル

英語レベル

日常会話レベル

日本語レベル

無し

最終学歴

短大卒：準学士号

現在のビザ

日本での就労許可は必要ありません

募集要項

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

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会社説明