



PR/110220 | DGM / AGM Sales & Marketing

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

1599428

業種

その他（商社）

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07月10日 22:00

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

ビジネス会話レベル

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

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)

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.

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会社説明