

Sales and Marketing Executive:

We are looking for a candidate to shape our sales of the organization and scale revenue to the next level. The person should be excited by selling into new markets, strategizing next steps, negotiating complex deals, and beating the competition in head to head opportunities. The ideal candidate should have good knowledge about Cleanroom Project, industry & products.

Roles and Responsibilities:

Responsible for sales of Products & also responsible for competitor's activity in terms of price product, quality, and procedure in the market and proactively follow-up with reporting manager.

- Maintaining accurate records.
- Reviewing sales performance.
- Aiming to achieve monthly targets.
- Conduct market research to identify selling possibilities and evaluate customer needs.
- Actively seek out new sales opportunities through cold calling, networking, and social media.
- Negotiate/close deals and handle complaints or objections.
- Collaborate with team members to achieve better results.
- Should have knowledge in Clean room concepts and cGMP requirements.
- Should have knowledge in validation requirements of Pharmaceutical / Chemical /Food industries.
- Experience with working in pharma/food GMP manufacturing environment
- Should be well versant with different MOCs required for various applications in selecting / designing the equipment.
- Should have experience in reviewing engineering drawings, layout, equipment specifications, diagrams, technical specifications, cost estimates for Project.

Location: Ankleshwar, Gujarat

Qualification: Any Graduate, MBA Preferred

Experience: 1-3 years' experience.

Job Type: Full-time

Salary: 1, 80,000 to 3, 00,000 / Negotiable for Right Candidate

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Innovus Cleanroom Technologies

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