

# Job Title - Sales Executives

## Job Overview

The Area Sales Manager is responsible for the sales and marketing of API, Speciality chemicals, and excipients within a designated geographical area. The ideal candidate will have a proven track record of success in the chemical industry, as well as strong leadership skills.

## Essential Duties and Responsibilities:

- Develop and execute sales plans to achieve revenue targets
- Manage and motivate a team of sales representatives
- Identify and develop new customers
- Maintain and grow relationships with existing customers
- Conduct market research and analysis
- Represent the company at trade shows and industry events
- Stay up-to-date on industry trends and regulations

## Qualifications:

- Bachelor's degree in business, marketing, or a related field
- 5+ years of experience in the chemical industry
- Strong sales and marketing skills
- Excellent communication and interpersonal skills
- Ability to work independently and as part of a team
- Ability to travel

**Experience:** Minimum 5 Years **Salary:** No constraint for the right candidate.

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