

Job Title: Executive-Sales & Marketing				
Business Unit:	Packaging Films	Cost Centre:		
Location:	Delhi	Domain:	Sales& Marketing	
Department; Group:	Domestic Sales- Packaging Films	Level:	Executive	
Last updated on:		Degree of Travel required to:	High/Medium	
Strategic Priorities:				
Essential Qualifications	BE/B.Tech&MBA			
Essential Experience	Relevant 3-4 years of exp in Domestic sales, preferably in the Adhesives, Resins, Coatings, Tape, BOPP Films, BOPET Films & CPP Films related industry.			
Functional Competencies	Quick learner, Good communication & presentation skill, Proven sales performance and Should have worked on ERP system like SAP			
Cosmo Competencies				
Proficiency Level	Basic	Intermediate	Advanced	Expert
Personal Impact				
Analytical Thinking				✓
Drive for Entrepreneurship			✓	
Effective Communication				✓
People Impact				
Collaboration for Success				✓
Developing Self & Others			✓	
Accountability of Self & Others		✓		
Business Impact				
Managing Change & Innovation				✓
Sustainable Customer Focus				✓

Key Responsibilities:

- Managing sales and business development for packaging and converting films with key brands & converters.
- New prospects identification.
- Working on new product developments over sustainable packaging with brands
- Continuously penetrate new leads & markets, and converting them into opportunities for expanding business.
- Managing efficient material deliveries and customer collections to meet targets.
- Focus on selling more specialty products to maintain margins for the company
- Primary understanding of **Adhesives, Resins, Coatings, Tape, BOPP Films, BOPET Films & CPP Films etc.**
- Coordination with the plant for timely execution and deliveries of the orders.
- Resolution of quality issues, product development support, solving customer queries by providing product information.
- Support product development activities through market feedback.
- Generating reports for MIS.
- Corporate and product presentations to target audiences.