

<b>Job Title:</b>				
<b>Business Unit:</b>	CSCPL	<b>Cost Centre:</b>	-	
<b>Location:</b>	Surat	<b>Domain:</b>	Sales & Marketing	
<b>Department; Group:</b>	Domestic Sales	<b>Level:</b>	Sr. Officer / Executive	
<b>Last updated on:</b>	May-22	<b>Degree of Travel required to:</b>	High/Medium/Low	
<b>Strategic Priorities:</b>	<ul style="list-style-type: none"> <li>Growing our textile business with large corporates.</li> </ul>			
<b>Key stakeholders</b>	<b>External</b>		<b>Internal</b>	
<b>Reporting structure</b>	<b>Role directly reports to</b>		<b>Positions that report into this role</b>	
	RSM		NA	
<b>Essential Qualifications</b>	Diploma with 11-14 years of experienced or B.E/ B.Tech / MBA & Work Exp - 7-10 yrs			
<b>Essential Experience</b>	<ul style="list-style-type: none"> <li>Expertise of handling products of Reactive &amp; Pigment printing, Pretreatment, Dyeing and Finishing auxiliaries.</li> <li>Experienced of Individual contribution of selling.</li> <li>Have confidence to handle from scratch to high level of revenue generation</li> </ul>			
<b>Cosmo Competencies</b>				
<b>Proficiency Level</b>	<b>Basic</b>	<b>Intermediate</b>	<b>Advanced</b>	<b>Expert</b>
<b>Personal Impact</b>				
Analytical Thinking				✓
Drive for Entrepreneurship				✓
Effective Communication				✓
<b>People Impact</b>				
Collaboration for Success			✓	
Developing Self & Others			✓	
Accountability of Self & Others			✓	
<b>Business Impact</b>				
Managing Change & Innovation				✓
Sustainable Customer Focus				✓
<b>Key Responsibilities:</b>				

- Responsible for selling Textile Specialty Chemicals under cotton & polyester blends.
- Covering area would be Surat and Vapi.
- Expertise of handling products of Reactive & Pigment printing, Pre-treatment, Dyeing and Finishing auxiliaries.
- Prepare & Implement Business strategy for account development with large corporates.
- Handling existing client & market research.
- Develop an in-depth knowledge of all company and competitor products, within area of responsibility.
- Expand sales of products over a targeted period of time.
- Handling Customers problem related to Technical Services.
- Managing and updating Customer & Client database.