

Job Title:				
Business Unit:	CSCPL	Cost Centre:	-	
Location:	Bangalore	Domain:	Sales & Marketing	
Department; Group:	Domestic Sales	Level:	Sr. Officer / Executive	
Last updated on:	May-22	Degree of Travel required to:	High/Medium/Low	
Strategic Priorities:	<ul style="list-style-type: none"> Growing our textile business with large corporates. 			
Key stakeholders	External		Internal	
Reporting structure	Role directly reports to		Positions that report into this role	
	RSM		NA	
Essential Qualifications	Diploma with 11-14 years of experienced or B.E/ B.Tech / MBA & Work Exp - 7-10 yrs			
Essential Experience	<ul style="list-style-type: none"> Expertise of handling products of Reactive & Pigment printing, Pretreatment, Dyeing and Finishing auxiliaries. Experienced of Individual contribution of selling. Have confidence to handle from scratch to high level of revenue generation 			
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:				

- Responsible for selling Textile Specialty Chemicals under cotton & polyester blends.
- Covering area would be Chennai, Bangalore and Kerala.
- 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.