

DOSHION is a group of companies engaged in the field of WATER AND WASTE WATER TREATMENT, RECYCLING AND REUSE through their various business verticals to provide ONE STOP SOLUTION for any of their clients' needs since last 47 years. DOSHION provides TURN KEY SOLUTIONS through EPC PROJECTS & also makes equipments, chemicals & consumables.

DOSHION POLYSCIENCE PVT LTD is one of the leading vertical of DOSHION GROUP engaged in the field of manufacturing ION EXCHANGE RESINS, PHARMA POLYMERS AND MEMBRANE PERFORMANCE CHEMICALS. We have PAN INDIA operations and the company exports its products to more than 40 countries worldwide. For more information about us you can visit our website – www.doshionpolymers.com

Sr. Executive – Sales & Marketing **[I.E.R Division]**



Experience : 3 to 6 Years in Sales & Marketing field



Package : INR 3,00,000 – 5,00,000 P.A.



Location : Ahmedabad



Openings : 2 Posts



Area : Allocated Territory

Job Description:

- Development of Distributor / sub dealer in allocated territory & coordination and working with them to support/enhance sales in the region.
- Develop product use strategy and increase the market coverage through various channel partners/clients/OEMs
- Identifying promising prospects through cold-calling, networking, and customer referrals.
- Cultivating solid relationships with major customers, dealers, distributors and OEM's to ensure a continuous flow of sales revenue through clients visits.
- Maintaining accurate records of the total number of sales made, potential and existing customers, as well as dealer/ distributor performance evaluations.
- Analysing sales activities to ensure current sales strategies are effective and result oriented

Education : Diploma / B.E. (Chemical), B.Sc/ M.Sc / BBA / MBA with flair for Sales & Marketing

Role : Generate/ follow-up lead and order booking

Industry Type : Entire range of ION Exchange Resin, Specialty/ Performance Chemicals, Water and Wastewater Treatment, Water Management

Functional Area : Sales, Marketing Business Development.