

GM Sales

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Company: The Edge Partnership

Location: India

Category: other-general

Key responsibilities

Lead and execute sales strategies to achieve revenue targets for Oil & petrochemical products.

Identify and capitalize on new business opportunities, nurturing relationships with potential customers and stakeholders.

Gather market intelligence, analyze competitor activities, and adapt sales processes to maintain a competitive edge.

Negotiate and close deals or contracts with customers, ensuring seamless implementation in collaboration with relevant departments.

Proactively address customer requirements, offering customized solutions to enhance satisfaction and loyalty.

Provide accurate sales forecasts and contribute to efficient product and service planning.

Oversee customer-centric operations to ensure timely delivery and uphold service quality standards, enhancing overall customer satisfaction.

Role requirements

Bachelor's degree in business administration or related field.

10-15 Years of experience in B2B sales roles within the Oil & Petrochemical Industry.

Excellent negotiation, communication, and interpersonal skills.

Sound understanding of market dynamics and customer needs in the Oil & Petrochemical sector.

Ability to thrive in a fast-paced, dynamic environment and drive results.

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