

## Technical Sales Officer – Floor Coating: Bangalore

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Company: 2coms

Location: India

Category: other-general

### Job Description

Hiring Technical Sales Officer for one of the leading Paint manufacturer!

**Position:** Technical Sales Officer-Floor Coating

**Job Location** Bengaluru

### Roles & Responsibilities:

Achievement of month to month Sales objectives with desired business profitability.

Planning for his individual territory to able to achieve the targets with sustained growth.

Sound technical knowledge to understand the customer requirement and thorough product-knowledge.

Giving right projection for sales and indenting to avoid accumulation of non-saleable stocks.

Thorough knowledge of competitors product line and pricing strategy.

Sound negotiation skills to maximize profits.

Ability to maintain excellent rapport with all end users and accounts in his territory.

Having total knowledge of his market and be aware of any new developments with regard

to new and upcoming projects in his territory.

Continuous effort to increase customer base in the fluctuating market to have a steady influx of new customers.

Total knowledge and control of all outstanding in his territory.

Submit periodical reports on individual contributions and overall performance as and when desired by the management.

Work in a team and aspirations to grow and take additional responsibility to create the way forward.

## **Requirements**

**Educational Qualification:** B.Sc/M.Sc or B.E./B.Tech

**Experience:** 2 to 3 years experience into sales & marketing **floor coatings / any industrial b2b sales.**

## **Benefits**

Monthly Fixed Salary+ other benefits

Opportunity to work in a Leading Manufacturer Company

## **Requirements**

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