

Sales and Technical Manager

(Full-time · On Site)

ZENITH INDUSTRIAL CHEMICALS PTE LTD · Kanpur, Uttar Pradesh, India

About the job

Company Description

Zenith Industrial Chemicals is a privately held company founded in 2006 in the field of microbiological control for industrial applications. We develop, produce, market, and service beamhouse products and fungicides for the leather industry.

Our integrated management system for Quality, Environment, Health and Safety adheres to ISO 9001 and 14001 standards, as well as the international guidelines of Responsible Care. Our products provide lowest possible toxicity to humans and minimum adverse effects on the environment.

Role Description

We are seeking a full-time, on-site Sales and Technical Manager in Kanpur for increase our sales, and oversee technical support. The individual will partner with cross-functional teams to identify business opportunities, provide customized solutions, and support the company's overall sales strategy. The position will require a combination of technical acumen and sales skills to provide optimal solutions for our clients.

Qualifications

- 5-10 years of technical sales experience in beamhouse and fungicide products for the leather industry
- Experience in managing sales targets and leading a sales team to achieve goals
- Ability to communicate complex technical ideas to both technical and non-technical issues
- Willingness to travel to customer sites regularly
- Strong project management and organizational skills
- Knowledge of microbiological control for industrial applications is a plus
- Experience in customer service or technical support is required

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