

EXECUTIVE – PET PREFORM SALES

Department: Sales & Marketing
Employment Type: Full-Time
Job Location: Balasore, Odisha
Experience: 3–7 Years
Qualification: Graduate / MBA
Salary: As per Industry Standards, commensurate with experience and performance

About the Position

Jagdamba Polymers Limited is looking for a dynamic, smart and result-oriented sales professional to develop and expand its **PET Preform business**.

Experience specifically in PET Preform sales is **preferred but not essential**. Candidates having relevant sales experience in other products, particularly from professionally managed manufacturing, packaging, FMCG, industrial or consumer-product companies, will also be considered.

Key Responsibilities

- Develop and maintain strong relationships with existing and prospective customers.
- Identify new customers and business opportunities and generate sales leads.
- Develop assigned markets/territories and achieve sales targets.
- Promote and sell PET Preform products to prospective customers.
- Conduct regular customer and market visits and understand market requirements.
- Gather market intelligence relating to competitors, pricing, customer requirements and market trends.
- Follow up on enquiries, quotations, orders, dispatches and payments.
- Coordinate with internal departments for timely fulfilment of customer requirements.
- Handle customer queries and coordinate timely resolution of customer-related issues.
- Maintain customer records, sales reports and market feedback.
- Travel as required for customer visits and business development.

Desired Skills & Competencies

- Smart, energetic, confident and **achievement oriented**.
- Strong sales drive with an ability to generate and convert business opportunities.
- Good communication and interpersonal skills.
- Pleasing personality and professional sales etiquette.
- Good customer-handling, negotiation and relationship-management skills.

- Fluent in **English, Hindi and the local language.**
- Strong follow-up ability and target-oriented approach.
- Self-motivated, disciplined and willing to travel.
- Good working knowledge of **MS Office, MS Excel and other computer applications.**
- Experience in PET Preforms, plastic packaging or related products will be an added advantage.
- Knowledge and practical exposure to AI-based business applications, automation and digital tools will be considered an added advantage.

Performance Orientation

This is a **performance-oriented position**, with growth opportunities linked to individual performance and achievement of business objectives.

Preference: Candidates from Odisha may be preferred; however, there is no bar for suitable candidates from other states.