

# **requirement of Sales/Marketing Executive (API, Bulk Drugs, Excipients)**

Location : Ahmedabad, Gujarat, India  
Job type : full time

## **Job Description:**

Candidate responsible to generate business in international market for API (active pharmaceutical ingredient), excipients, intermediate or any other related product in pharmaceutical industry / cosmetic industry / chemical industry.

## **Key duties &Responsibilities:**

- Regularly communicate with existing customer and supplier for business development.
- Generate new customer database of pharmaceutical industry and start communication and arrange personal meeting on suitability.
- Manage & co-ordinate with logistics and inspection agency for logistic and quality control.
- Manage commercial documents.

## **Technical Skills:**

- Must have good communication skill and willingness
- Must have strong chemistry base background with business development skill
- Must have skill to handle sales pressure.
- Ability to work in various time zone on suitable time for international business development executive.
- Must have strong fluent English, (Spanish preferable for latinamerica market)
- Must have good knowledge of computer with strong command over MS Office.
- Demonstrates working knowledge of pharma, cosmetic, chemical industry.
- Ability to develop and maintain short to long-term strategic forecasts and plans to increase efficiency and profit.
- Ability to coordinate cross-functional objectives.

## **Functional Skills:**

- Uses rigorous analytics for faster decision making.
- Develops new insights into issues and examines them from different angles.
- Ensures communications, logistic, shipping doc is clear.

## **Experience Requirements/ Qualifications:**

### For senior executive:

- 3+ years' experience in business development for pharmaceutical, cosmetic and chemical industry. (export sector experience will be preferable / API sales experience will be preferable)

- Master's degree in marketing /chemistry/ bio-tech/pharmacy/ international business
- He/She must be having passport.
- Any other foreign language speaker other than English would be a plus point.

For Junior executive:

- 1 years' experience in business development in any field.
- Bachelor degree in marketing /chemistry/ bio-tech/pharmacy/ international business
- He/She must be having passport.
- Any other foreign language speaker other than English would be a plus point.

**General Responsibilities and Company Rules**

- Must be time punctual and able to work after office hours when needed.
- Must be honest and co-operative to company and staff.
- Must be able to travel when needed.
- He/She shouldn't be take unreasonable leave for their social activities.
- For any leave he/she must be applies before three working days.
- He/She should not be involved in their social activities during working hours.
- Company will review after six months and confirmed position.
- He/She must be giving three months' notice period for leaving job.
- If company found any activity of employee unreasonable to company, company have authorities to dismiss anytime from responsibilities.

**What should be bring during interview ?**

1. Resume with residence proof, work experience proof, two industries references, passport or election card and other necessary documents.
2. Interview time will be from 3 pm to 7 pm from monday to saturday.