

Notice for Placement

Job opportunity for: Sales & Marketing.

Company Name:- Candorr International

Position:- “Sales & Marketing Executives - Field”

Company Website:- <http://www.candorr.co.in/>

Work Location:- Field Job (Mumbai + Pan India)

Company Background / About Company:

Candorr International and Candorr India (Candorr Group of company) founded in 2006 is a recognized Importer, Manufacturer & Supplier of Anchoring Specialities in the Indian Market. We offer products and services, consumers can trust to use. Through the power of teamwork, we challenge ourselves to strive for excellence and to exceed our consumers' and dealers' expectations. Based on trust with our customers made us, Candorr one of the leading suppliers of Anchoring Technologies for Constructions, Infrastructures & Allied Industries. We offer our customers the wide spectrum in all relevant areas of fixing technology – chemical, steel, and nylon fixings.

Job Profile / Responsibilities:

- Will have to approach potential customers with the aim of winning new business, as well as developing and maintaining good relationships with clients.
- Developing strategy, tactics, sales plans and profit targets.
- Identifying and reporting on business opportunities in target markets will also be responsible for the business targets.
- Will have to be responsible for making repeat sales to the Company's existing customers.
- Present our product or service in a structured professional way face to face.
- Cold calling and arranging meetings with potential customers to develop new business;
- Responding to incoming email and phone enquiries.
- Acting as a contact between the company and its existing and potential markets.
- Negotiating the terms and agreement and closing sales.
- Gathering information about potential market and customers.
- Representing the Company at trade exhibitions, events and demonstration
- Ensuring timely realization of payments collections and other commercial dues after sales.

Competencies Required:

- Meeting sales goals, selling to customer needs, motivation for sales, sales planning, building relationships, managing processes, market knowledge, developing budget.
- Good analytical skills, negotiation skills, leadership skills, vendor management, networking.
- Positive attitude, go getter.
- Candidates with experience in sales & Marketing of industrial/FMCG products will be preferred.

Key Skills:

- The Job involves technical marketing (Training will be provided).
- Relevant sales experience.
- Graduate from any field/ BE or Diploma (Civil/Mechanical/Industrial Production).
- Flair in understanding new technology, related products and solutions.
- High degree of customer service orientation.
- Enthusiasm for our products and pleasure in dealing with customers.
- A flexible approach and ability to adapt, ready to travel PAN.
- Should possess the skill to work both in a team and also perform independently.
- Should be well groomed with good communication in english and local languages.

Required Qualification: Graduate from any field/ BE or Diploma in Marketing Management or Diploma in Civil/Mechanical/Industrial Production.

Experience: 0-5 years' experience in sales / marketing industrial technology products or projects. Freshers will also be considered.

Other / Special Requirements: Candidates with experience in sales & Marketing of industrial/FMCG products will be preferred.

Remuneration: CTC INR 200,000 + Incentive

Interested Candidates can send their resume on below mention email id at the earliest:-

Contact Person: - Darshan Majithia/Samantha D'Mello

Email id: - darshan@candorr.co.in/info@candorr.co.in

Contact no: - 022- 62448888

Corporate Office: Neelkanth Business Park, Opp Vidyavihar Station Skywalk, Neelkanth Kingdom, Sadguru Nagar, Vidyavihar Society, Ghatkopar West, Mumbai, Maharashtra 400086.