

JOB DESCRIPTION

**FOR POSITION OF- SENIOR MANAGER
TECHNICAL SALES**

Reporting to: SGM	Location: Mumbai
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Role Purpose

The Senior Manager Technical Sales will play a crucial role in driving targeted antioxidant and Ezzential Ingredients sales in the South East Asia and China region. The role involves effective management of distributors, key customers, negotiations, contract closures, sample coordination, and overseeing the entire sales process from order placement to timely delivery. Additionally, the role requires proactive customer engagement, complaint resolution, and collaboration with internal departments to ensure smooth operations.

Work Scope	Key Accountabilities/ Responsibilities
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<p>1. Sales & Marketing</p>	<ul style="list-style-type: none"> • Responsible for Targeted antioxidant and essential sales in South East Asia and China. • Manage all distributors and key customers in the region for the antioxidant business to achieve targeted sales. • Negotiate and close contracts/orders with desired margins set internally. • Manage and execute all sales orders in coordination with purchase, production, and logistics for timely delivery. • Arrange samples for new projects from customers and distributors. • Timely follow up for project updates with Distrbtutors and Customers . • Follow up on new projects with the food application lab and provide technical support to customers. • Push distributors to achieve targeted sales in the region. • Periodically visit customers within the region for the promotion of products and follow up to convert leads into orders.
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Key Interactions

Internal	Nature
Internal team	Sales team , Purchase department, Production team, Logistics team, Application lab
External	Nature
Customers	Distributors, Key Customers, Food Application Lab, Customers

Key Dimensions

Team	<ul style="list-style-type: none"> • IC role
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Role Requirements

Educational Qualifications	<ul style="list-style-type: none"> • Bachelor’s or master’s degree in a relevant field, or food science.
Experience (Type & Nature)	<ul style="list-style-type: none"> • More than 5 years experience in Food Ingredients , International Business .
	<ul style="list-style-type: none"> • Strong negotiation and contract closure skills. • Technical competence to engage with the food application lab and provide

 **Registered Office:**
Camlin Fine Sciences Ltd. F/11-12, WICEL, Opp. SEEPZ, Central Road, Andheri East, Mumbai 400 093, India.
CIN: L74100MH1993PLC075361 | ISO 22000 Certified Company

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Skills & Technical Competencies	<p>support to customers.</p> <ul style="list-style-type: none"> • Effective communication and relationship-building skills. • Proactive in handling customer complaints and ensuring resolution. • Analytical and strategic thinking for planning and execution of Sales Budget . .
Behavioral Competencies	<ul style="list-style-type: none"> • Proven leadership and management skills. • Result oriented and target driven. • Excellent problem-solving abilities. • Strong interpersonal and teamwork skills. • Ability to handle pressure and meet deadlines. • Proactive in customer engagement and promotion activities.

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