

Export Sales Manager /Commercial Manager

Your Role:

- As an Export Sales Manager, you will act as a key person for sustainability and circular economy market creation
- You need to maintain and expand a long-term relationship with the customers by continuously proposing solutions and plans that meet their objectives
- You'll be part of our commercial team, in one of our associate companies based at Jodhpur (India), where trust, team spirit and passion are absolutely important

Your Responsibilities:

- International networking – Identify new opportunities & generate new leads
- Managing the entire sales process & create a world class experience for customers by real-time collaboration with internal teams
- Involvement in shaping future sales strategies – Build a significant pipeline through developing and identifying new channels / areas of growth
- Creating MIS reports for regular business

What we offer:

- A platform which is dynamic and fast-paced environment where inclusion, learning & collaboration are key to success
- Ongoing training and development opportunity to grow your skills and career
- Short reporting lines, decision making & quality work

environment

- An attractive compensation with performance linked perks & benefits

What we are looking for:

- An entrepreneur who is proactive, self-motivated, energetic, and resourceful
- Highly organized, detail oriented and able to respond effectively to the changing workloads and priorities
- Ability to build commitment and buy-in by communicating convincingly with all the stakeholders of the Company
- A collaborative approach while working with different kinds of people in a multicultural environment
- Ability to travel both domestic & International, as and when required

Required Experience & Qualifications:

- Experience in **Export Process** (Sales, Purchase, Logistics & Incoterms)
- Strong communication skills; fluency in foreign language(s) will be a plus (Spanish or French)
- Minimum Bachelor's degree in any stream