

Job Title - Job Sales Executive - API, Specialty Chemicals and Excipients

Job Overview

The Sales Executive is responsible for developing and maintaining relationships with customers in the API, Specialty Chemicals and Excipients industry. The ideal candidate will have a strong understanding of the industry and the products and services we offer. They will also be able to build rapport with customers and close deals.

Essential Duties and Responsibilities:

- Develop and execute sales plans to achieve revenue goals
- Prospect for new customers and develop relationships with existing customers
- Present and demonstrate products and services to customers
- Close deals and negotiate contracts
- Stay up-to-date on industry trends and competitor activity

Qualifications:

- Bachelor's degree in business, marketing, or a related field
- 3+ years of experience in sales, preferably in the chemical industry
- Strong understanding of the API, Specialty Chemicals and Excipients industry
- Ability to work independently and as part of a team
- Strong customer service skills
- Proficient in Microsoft Office Suite

Benefits: Competitive salary and benefits package
Opportunity to work with a leading company in the chemical industry