

Requisition: **Business Development Manager**

Location: **Mumbai, Pune, Kolkata, Daman & Silvassa**

Preferred experience from: Plastic processing industry / Compounding and Masterbatch

Age Group: 25 – 35 yrs

Preferable location of candidate: **Mumbai, Pune, Kolkata, Daman & Silvassa**

Job Description:

Rajiv Plastic Industries, a leader in the manufacture and sale of Colour Masterbatches and Polymer Compounds, has immediate opening for Business Development Managers.

The successful candidate will perform the following role:

- Identify and qualify new business leads and approach new customers from the injection moulding / extrusion / blow moulding / rotomoulding / automotive parts industries
- Interact with the R & D team to develop colors for the new leads
- Maintain a computerized business lead register and frequently update marketing status in it.
- Frequently travel to customer site / plant and identify opportunities
- Maintain good relations with key personnel in purchasing and technical department of companies
- Prepare monthly sales report, ISO reports and track self performance
- Follow up on payments

Qualifications & Requirements:

- A minimum of 2 years of proven sales experience in selling Masterbatches and Compounds or Dyes and Pigments
- Must have good a reputation and contacts in the polymer industry
- Strong knowledge of Masterbatches, Additives, Pigments and Compounds
- Bachelors degree in Chemistry / Polymer Engineering with an MBA or diploma in Business Management. CIPET / IPI candidates need apply only if prior work experience in the same industry is greater than 2 years.
- Advanced level of computer skills. Knowledge of MS Office software is a must. Must be able to communicate on email with customers and colleagues within the organization.
- Excellent communication skills with the ability to read, write and communicate fluently in English and Hindi.
- Must be willing to travel the country over night to meet with customers and potential leads.

Rajiv Plastic Industries offers competitive compensation and benefits packages and is an equal opportunity employer. To learn more about the company visit us at

<http://www.rajivplastics.com>

Apply by e-mail only to hr@rajivplastics.com with **Business Development Manager** in subject line.