

Territory Sales Executive

Job description

This is the opening with **Agnitio Pharma**, <https://www.agnitio.co.in/>

Roles and Responsibilities

We are looking for a Territory Sales Executive with 2-6 years of experience in Chemicals/Glassware/Instruments selling at academic institutions, R & D Labs, and Corporate clients.

You will be responsible for the following:

- Identify new opportunities with existing key accounts and develop new accounts
- Establishing periodic forecasts for assigned accounts. Provide forecasts to the supply chain to manage inventory and meet customers' delivery schedules.
- Keep management informed by submitting activity and results reports, such as daily call reports, weekly work plans, and monthly and annual territory analysis
- Monitor competition by gathering current marketplace information on pricing, products, new products, delivery schedules
- Establish a strong business relationship with key decision-makers
- Collection of Account receivables in assigned customer base.
- Contributes to team effort by accomplishing related results as needed.

Desired Candidate Profile

- Qualification Preferred: B.Sc. Chemistry, M.Sc. Chemistry, Chemical Engineering,
- Experience in Sales, Business Development, and Key Account Management roles in related industry
- Demonstrated effective interpersonal and communication skills.
- Demonstrated self-starter and ability to work independently or within a team
- Demonstrated ability to build and leverage networks.

Perks and Benefits

Fixed Salary + Incentive + Daily Travel Allowance at par with the industry.

Location: Delhi & NCR

About Company

Agnitio Solutions was established in 2013 with a foundation principle of building and implementing great ideas that drive progress for clients and enhance lives through enterprise solutions.

Agnitio Pharma "Creating Bonds, Igniting Innovations" is a research-oriented organization established in 2018 in Noida, State of Uttar Pradesh, India. We have a team of high professionals in the field of synthetic organic chemistry which includes medicinal chemistry, custom synthesis, generic product development (API & Intermediates), clinical research, toxicology, analytical, process development, and intellectual property,

With an idea and innovation, we are focusing on developing high-quality pharmaceutical reference standard/in-house working standards (IP, BP, EP & USP), metabolites, stable isotope labeled compounds, and impurities (Raw Material, KSM, Process Impurities, API & formulated drug), etc.

We Introduce high-quality fine chemicals, API, intermediates, specialty chemicals, and solvents, as part of a commitment to reducing the cost of research and becoming a world leader in Innovations & Technologies.

With a core team of Scientists and Chemical engineers and their hands-on experience, we transfer the molecule from mg to kilogram scale to commercial quantities. We support and take up Quality Improvement Projects (QIPs) & Cost Improvement Projects (CIPs).

Company Info

Website: <https://www.agnitio.co.in/>