



1. Text for Design post

Qualification:

Engineering degree from a reputable university, preferably in Chemicals.
An MBA or some commercial experience will be preferred

Experience:

1-3 years of relevant experience.

Location:

Karachi, Pakistan

Deadline: 13- June-22

2. Text for Caption

Looking for Possibilities to Grow?

ICI Pakistan Ltd. is hiring an Area Sales Manager for our Polyurethanes department in our Chemicals & Agri Sciences business based at Karachi.

Key Responsibilities:

- Establish sales plans and strategies to sustain business, expand the customer base, contribute to the development of new products and conducting trainings/educational programs for sales team and key accounts
- Attain assigned sales, prescription and market share goal.
- Observe, record and report competitor activities executed in the territory and identify appropriate counter strategy
- Provide pre-sales and post-sales services to all direct and indirect clients and handle customer complaints in a timely manner
- Responsible for recoveries and maintaining customers outstanding as per company policy
- Conduct product/market surveys identifying gaps in the market, and devise strategy accordingly
- Achieve (%) sales and profitability target in the region.
- Focus on efficient forecasting and ensuring adequate stock levels.

ICI Pakistan values diversity and is an equal opportunity employer.

Interested candidates can apply at:

<https://career5.successfactors.eu/sfcareer/jobreqcareer?jobId=5928&company=icipakistaP>

