



**Position: Sales Executive**

**Qualification and Experience:**

Minimum: B.E Chemical/Polymer 0-6 months experience related to Water Treatment Sales.

**Responsibilities:**

- Generate and execute sales plans in existing customer base and in assigned
- Develop strong relationships with key stakeholders within current and prospective customers, including plant or facility executives
- Prospecting for and the acquisition of new customers, through value added consultative selling technique
- Providing value added consultative program control advice to our customers
- Regularly perform water analysis and engage in advanced problem-solving to apply the appropriate chemical solutions and monitor effects for additional treatment.
- Enter results into software program and communicate results utilizing service reports
- Focus on performing required services, as dictated by contractual obligations
- Consistently calibrate pumps and perform repairs that restore chemical feeds
- Monitor product feed rates and their relative impact on the water sample and make necessary adjustments to treatment program when gaps are detected
- Review treatment programs and processes (cooling, boiler, RO, wastewater treatment) within the territory accounts ensuring effective applications through routine testing and monitoring resulting in customer satisfaction and business retention.
- Conduct annual business reviews with all customers assigned.
- Management of customer inventories on site including coordinating orders and deliveries

Job Type: Full-time

So if you are an engineer and wanted to pursue your career in the sales side **IDEA** is the right choice. Apply on **afshan.ahmed@idea.com.pk**