

JD - Sales cum Specification Manager - North

Purpose: For Building & Construction SBU, we are looking for talented and self-driven individuals with 3-12 years of experience in waterproofing, large civil engineering projects to fill this key position. If you are a highly motivated professional and passionate in delivering quality projects, we would like to hear from you. You will be a key member of our sales & specifications team efforts and ensure that Mira shield contemporary waterproofing technologies are specified and sold to large infrastructure, government and institutional projects. Our company aims to deliver dependable roofing and waterproofing solutions backed by industry leading levels of customer service

Opportunity:

- Work with well established Industrial Group with proven track record of building successful businesses.
- Group compliance with ISO 9001; ISO 14001; ISO 45001 and IATF certification, compliances and approvals.
- Sales & Specification Regional Role – drive sales & specification efforts of the organisation in commercial, government, institutional and real estate developers segment in North India.

Skills:

- Hard-core Sales professional preferably from construction chemicals and building materials industry.
- Understanding and knowledge of pre-formed membranes (fully bonded HDPE, PVC, EPDM) and liquid applied membranes (PU, Acrylics, spray applied) to tunnels, basements, roofs, podiums and other substrates will be an added advantage.
- Knowledge of The New Austrian tunnelling method (NATM), primarily Tunnel waterproofing
- Presentation skills, Client Relationships, Negotiations, Meeting Sales goals,
- Should be well versed with B2B Sales
- Command over verbal and written communication along with expertise in MS office tools.
- Knowledge of AutoCAD will be an added plus

Responsibilities

- Assist senior management to provide commercial support to existing & new customers for business/geographic expansion. Proactively managing existing accounts & expanding the Company's business relationship with them
- Co-ordinate sales, specification and marketing efforts to promote Mirashield range of waterproofing products through architects, structural consultants, PMC, contractors, applicators and get them specified in projects at design stage/tender stage. Ensure that specifications cover complete range of products along with drawings, if required, for project design stage.
- Build strategic long term trusting relationships with high volume customers to accomplish organic growth and long term organisation objectives
- Identify new avenues for business development and sales leads
- Build opportunity funnel pipeline to achieve sales goals and establish ways to develop sales and specification pipeline
- Manage real time technical approvals inventory, orders supplies
- Strong problem solving skills
- Excellent communication and team work abilities
- Create awareness about our range of products by conducting regular CPD programs. Independently conduct commercial & technical meetings and secure the projects specifications and sales. Preparation of customised submittals, submission & follow up with client/consultant for approval
- Flipping Specifications: Track potential projects of target clients and get job inquiries. Study existing specifications and flip with Miraishield specifications, visiting sites, preparing commercial & technical proposals & sending to clients.
- Internal & external coordination to deliver projects, invoicing, follow up. Meeting or exceeding annual sales goals set forth by management
- Creating, presenting, or responding to proposals for specific customer requirements, including request for proposal responses and industry-specific solutions

The Rewards: You will be rewarded with a competitive salary, and variety of benefits as part of total reward package.

Job Location: New Delhi

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About Us: Miraishield Private Limited is a group company of Marvel Vinyls Limited, leaders in polymers since 1985. With state of the art and contemporary ISO 9001; ISO 14001; ISO 45001; IATF manufacturing facilities located at Malanpur, Gwalior, company is one of the leading companies in field of high polymer materials based on PVC, TPO, TPE, HDPE. Company has attained leadership position in field of tunnel waterproofing within a short span of time and engaged in multiple tunnels projects across India. With background in serving automobile customers over decades, Marvel lays strong emphasis on quality so as to ensure that Miraishield customers receive consistently performing products that client, PMC, consultants, general contractors can rely on time and again.

Requirements

- Minimum 2-5 years of sales and specifications in building material. Waterproofing experience will be an added advantage.
- Highly motivated, self-driven individuals with Bachelor degree is required. B-Tech or Diploma in Civil Engineering will be preferred.

Experience: Minimum 3 years

Misc: Candidate belonging to job location or willing to move at short notice shall be preferred.