

Job Title: Sales Coordinator / Business Development Executive

Location: Zodiac Mall Scheme 140 , Indore

Company: Fenton Chemicals

About Us:

Fenton Chemicals is a leading manufacturer of **Emulsifiers, Silicones, and Specialty Chemicals**, serving the **agrochemical, textile, paint, and industrial sectors**. We are seeking a proactive and results-driven **Business Development Executive** to expand our market presence and drive sales growth.

Key Responsibilities:

- **Lead Generation & Market Expansion:** Identify and develop new business opportunities in domestic and international markets.
- **Client Relationship Management:** Build and maintain strong relationships with existing and potential clients.
- **Sales & Revenue Growth:** Drive sales, negotiate contracts, and close deals to achieve business targets.
- **Market Research & Strategy:** Conduct market research to analyze trends, customer needs, and competitive landscape.
- **Product Promotion:** Work closely with the marketing team to develop strategies for promoting Fenton Chemicals' product range.
- **Networking & Industry Engagement:** Represent the company at industry exhibitions, trade shows, and business events.
- **Collaboration:** Work with technical and production teams to provide tailored solutions to clients.

Skills and Qualifications:

- Excellent communication and negotiation skills with fluency in English.
- Strong organizational and time management abilities.
- Proficiency in CRM software and MS Office.
- Knowledge of the industry and product offerings.
- Ability to work independently and in a team environment.
- A degree in Business Administration, Marketing, or a related field is often preferred.

Additionally, Candidate preferred with :

- Minimum of 1-5 years of experience in B2B sales, **preferably in the agrochemical industry, more preferably having experience of Agro-emulsifier/Agro-adjuvant /Silicon Adjuvant.**
- Strong understanding of B2B sales principles and customer service practices.
- Willingness to travel for client meetings and Industry exhibitions
- Fluency in English.