

Job Summary

We are looking for a dynamic **Sales Executive** with experience in **Ready Mix Concrete (RMC), road construction, and infrastructure projects**. The candidate will be responsible for generating business, developing client relationships, and achieving sales targets for concrete supply in construction and highway projects.

Key Responsibilities

1. Business Development

- Identify and develop new business opportunities in **RMC, road, and infrastructure projects**.
- Approach contractors, builders, developers, and infrastructure companies for concrete supply.
- Generate leads through site visits, industry contacts, and market research.
- Achieve monthly and quarterly sales targets.

2. Client Relationship Management

- Build and maintain strong relationships with contractors, project managers, and procurement teams.
- Coordinate with clients regarding project requirements, delivery schedules, and pricing.
- Provide technical guidance about concrete grades and applications.

3. Project Coordination

- Coordinate with plant operations for timely dispatch and supply of concrete.
- Ensure smooth communication between the client, plant team, and logistics team.
- Monitor project progress and ensure continuous material supply.

4. Market Analysis

- Track competitor activities and market trends in the RMC and infrastructure sector.
- Identify upcoming projects and tender opportunities.
- Provide market feedback to management.

5. Documentation & Reporting

- Prepare quotations, proposals, and sales agreements.
 - Maintain records of leads, client meetings, and sales reports.
 - Submit regular sales performance reports to management.
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Required Qualifications

- Graduate / Diploma in **Civil Engineering, Marketing, or Business Administration** (preferred).
 - 0–3 years of experience in **RMC, construction materials, or infrastructure project sales**.
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Required Skills

- Strong sales and negotiation skills.
 - Knowledge of **concrete grades and construction materials**.
 - Good communication and relationship management skills.
 - Ability to handle multiple clients and projects.
 - Basic understanding of project tendering and construction processes.
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Reporting To

Sales Manager / Business Development Manager

Key Performance Indicators (KPIs)

- Monthly sales volume of RMC
- Number of new clients acquired
- Revenue generated from infrastructure projects
- Client retention and satisfaction

Interested candidates can share their resume at 9326904419