

Job Summary

The General Manager, Sales will be responsible for leading the overall Sales and Business Development strategy for Specialty Chemicals across segments including Oilfield, Agro, Home & Personal Care, Textiles, and Paints. The role carries full accountability for revenue growth, margin expansion, strategic planning, market development, product commercialization, and customer relationship management across domestic and export markets.

Key Responsibilities

Sales Strategy and Business Development

- Lead end-to-end sales and business development across domestic and international markets.
- Identify and convert new business opportunities into sustainable revenue streams.
- Develop and execute 3 year strategic plans and Annual Business Plans aligned with company objectives.
- Drive revenue growth while ensuring achievement of budgeted sales and margin targets.
- Develop and implement negotiation strategies for key customers and distributors.
- Plan and deliver growth in line with organizational policies and long-term vision.

Commercial and Margin Management

- Define pricing strategy and commercial frameworks across product categories.
- Lead quarterly target setting in consultation with senior management.
- Drive margin optimization and revenue management initiatives.
- Provide strategic direction on business expansion and portfolio prioritization.

Product and Market Leadership

- Lead product management for Specialty Chemicals, Derivatives, and Performance Chemicals on a global basis.
- Build and strengthen market intelligence to support strategic decisions.
- Work closely with domestic and international customers to understand technical requirements and align with R&D for product development.
- Support commercialization of new product development initiatives.
- Oversee technical service activities for all product segments.
- Drive value-based selling across customer engagements.

Customer and Team Management

- Build and maintain strong relationships with key domestic and international customers.
- Lead, mentor, and guide the Sales team to ensure high performance and accountability.
- Collaborate cross functionally with R&D, Operations, Finance, and Management teams.
- Travel extensively to meet customers and distributors across India and overseas markets.

Qualifications

- Graduate / Post Graduate in Chemistry or Chemical Technology.
- 15-20 years of relevant experience in Specialty Chemicals.
- Proven track record in building and managing strong domestic and international customer relationships.
- Demonstrated experience in strategic planning, revenue growth, and margin management.
- Strong commercial acumen with excellent negotiation skills.
- Dynamic, result oriented and self driven professional with strong leadership capabilities.

Why Join Dai-ichi?

- Opportunity to lead the Sales functions of a growing specialty chemicals organization.
- Strategic leadership role with high impact on revenue and business expansion.
- Collaborative and innovation driven work environment.