



CIN NO: L24304MH2016PLC286140

Certified Company : An ISO 9001 : 2015 - An ISO 14001 : 2015 - AN BS OHSAS 45001 : 2018

MCON RASAYAN INDIA LTD.
Trusted Partner In Construction Chemicals

Job Title / Role: Sales Executive - Projects
Department: Sales & Marketing
Location: Mumbai / Pune / Nagpur / Aurangabad / Goa / Surat
Reporting To: Manager - Sales
Key Tasks and Responsibilities: • Promote and develop project sales for MCON's product range, including tile adhesives, waterproofing systems, repair & rehabilitation solutions, flooring systems, admixtures, and other construction chemical products. • Build relationships with builders, contractors, architects, consultants, and project owners. • Conduct regular project/site visits to identify upcoming requirements and new business opportunities. • Drive product specifications, trials, demonstrations, and approvals at project sites. • Manage enquiries, quotations, follow-ups, order conversion, and payment collection. • Coordinate with Technical, Logistics, and Sales teams for timely execution and delivery. • Maintain project pipeline, visit reports, and sales MIS. • Achieve assigned project sales targets and ensure customer satisfaction.
3. Special Skills Required • Experience in the Building Material, Construction Chemicals, Waterproofing Industry
Key Performance Indicators: • Maintenance of the Database file and Inquiry file. • Quotation generation and follow up records • Preparation of Daily report • Collections • Adherence to individual Sales Targets.
Qualifications: • Graduate from a recognized university. Preferably Civil Engineering. Skills: • Good written and verbal communication skills. • Product knowledge • Good PR Skills • Self-motivation and multi-tasking capabilities. • Confident and keen acumen • Computer Conversant including mailing, Excel reports etc.

Registered Office: 101/A, 1st Floor, Maxheal House, Plot-169, Cts-104 Bangur Nagar, Goregaon West,
Near Ayyappa Temple, Mumbai, Maharashtra - 400090

Corporate Office: Gala No 6 Bardanwala Estate, Nr Dutt Mandir Bandiwali Hill Road, Jogeshwari West,
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