



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: Sr./Sales Executive- (Repair & Rehabilitation Segment)****Department:** Sales**Location:** South Mumbai/ Navi Mumbai**Reporting To:** Segment Head**Job Purpose:**

Drive business growth in the Repair & Rehabilitation segment by generating project sales opportunities, developing relationships with consultants and contractors, promoting technical solutions, and achieving sales targets for repair, waterproofing, protective coatings, grouts, and rehabilitation systems

Key Responsibilities

- Achieve monthly and annual sales targets for the Repair & Rehabilitation segment.
- Identify opportunities in repair, restoration, strengthening, waterproofing, and rehabilitation projects.
- Generate enquiries from contractors, consultants, PMC teams, and infrastructure customers.
- Conduct site visits and recommend suitable products and systems.
- Coordinate product demonstrations and technical support at project sites.
- Develop relationships with contractors and applicators
- Monitor quotations, order closures, dispatch coordination, and payment collections.
- Maintain project pipeline reports and market trends.

Key Products / Systems

- Concrete repair mortars
- Anti-corrosion systems
- Waterproofing systems
- Protective coatings
- Structural strengthening systems

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, Mumbai, Maharashtra - 400102

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Key Skills Required

- Technical selling capability
- Project sales experience
- Negotiation and communication skills
- Site assessment understanding
- Relationship management
- Problem solving approach

Experience:

- 3–5 Years (Construction Chemicals / Building Materials / Technical Sales Preferred)

Preferred Candidate Profile

- Diploma / BE Civil preferred
- Experience in construction chemicals or project sales
- Existing network among consultants and contractors preferred
- Willingness to travel extensively

Key Performance Indicators:

- Sales target achievement
- Project conversions
- New customer acquisition
- Contractor additions
- Collection efficiency
- Project pipeline generation

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