



One of India's leading producers of fertilizers and industrial chemicals,

We are transforming our business through focus on Collaboration beyond boundaries, Relentless Focus on Results, Innovation, and unflinching commitment to deliverables and promises.

We are looking for individuals who enjoy working outside their comfort zone and are ready to accept challenges. We believe in achieving excellence in whatever we do. For this we provide a great degree of support through a combination of best of the systems & processes, employees' capability building and their well-being.

We also place a considerable weightage to individuals who are proactive & self-motivated and have good inter-personal & social skills and have the ability to work in teams.

JOB DESCRIPTION

Designation: Sr. Manager- Sales Engineer (Infrastructure) **Function:** Sales & Marketing

Location: Udaipur

Sector: TAN

Purpose of the Job: This role is primarily responsible for identification and conversion of new accounts for growth and achievement of sales targets for our forward Integration Initiative of HANFO Cartridges.

Overview/ Responsibilities: As a Sr. manager – Sales Engineer (Infrastructure) , you will be expected to:

Key Accountabilities for the position	Major Tasks for the position
Showcase & quantify value generation in the field by using STL 's products.	<ul style="list-style-type: none">• Apply STL's Blasting Technology, Knowledge and Procedures to achieve customer recognition of the value of STL over competitors• Design blasts for a sustainable future.• Handle unusual incidents and provide advice to the Shotfirer (eg: multiple misfires, unexplained misfire, environmental exceedance).
Ensuring Company brand visibility.	<ul style="list-style-type: none">• Organising seminars for dealers in the Region.• Organising awareness programme for various market segments.• Give effective presentations on standard products and services to customers.
<ul style="list-style-type: none">• Convince major Form-21 & Form -22 Holders to procure our differentiated product offering – HANFO Cartridge.	<ul style="list-style-type: none">• Identify the need of dealers and users in the segment and develop customer specific value proposition to provide them.

"We believe together we can achieve excellence! "



	<ul style="list-style-type: none"> • Provide market intelligence on customers and competitors. • Actively convert dealers to HANFO Cartridges
Implementation of annual budget for the region	<ul style="list-style-type: none"> • Interact with key account customers for finalising commercial terms & conditions and ensure monthly and annual target delivery.
Compliance to AN Rules, Explosive Rules & Other Statutes	<ul style="list-style-type: none"> • Making sure that all the transaction with dealers are complying to all Rules & Regulations applicable to our business to ensure a Risk-Free sustainable business.
Educational Qualifications	Total years of experience
B.E/B.Tech – Mining, Mineral or Civil. MBA desirable but not mandatory	5 – 10 years of Sales Experience in Mining/Infrastructure Industry
Technical /Functional Expertise:	
<ul style="list-style-type: none"> • Knowledge of mining, quarrying operation and handling of explosives • Knowledge of statutory provisions like, Mining Legislation/Regulations, Mines Act, Explosives Act. • Knowledge of Blasting Optimization • Proficient in MS-Office 	

“We believe together we can achieve excellence! “