

Senior Marketing Executive

The Senior Marketing Executive is responsible for marketing our chemical products to oil and gas, and manufacturing companies. He/she is also required to develop and implement strategies for new products and services.

Responsibilities

1. Market Geoscape's chemical products
 - Enthusiastically sell our chemical products to both oil and gas, and manufacturing companies.
 - Follow up on all leads generated from website, networking sessions, trade fairs, and other events/ contacts.
 - Develop and implement strategies for new products and services
2. Identify and develop potential client relationships
 - Maintain accurate records of all contacts with clients
 - Prepare weekly/monthly sales activity report
3. Prepare and deliver presentations to existing and prospective clients
4. Responsible for sales and revenue growth
 - Collaborate with other units to develop strategy and maintain steady sales growth.
5. Liaise with members of procurement and logistics team to actively promote sales opportunities.
6. Prepare weekly stock analysis of products
7. Perform other duties as assigned

Requirements

- A background in Chemistry, Microbiology, Biochemistry, and Food Science
- 10 years' relevant work experience
- Proficient knowledge in marketing strategies and sales planning

The incumbent must also demonstrate the following skills:

- Strong team building and networking
- Effective negotiation and persuasion
- Effective verbal and written communication
- Competent computer skills including the ability to operate spreadsheets and word processing programs
- Ability to prepare reports, proposals, policies and procedures
- Effective time management and organization
- Sound judgement and decision making