DEKRA (India) Pvt. Ltd. is a subsidiary of DEKRA SE – head quartered at Germany. Dekra Group is one of the world’s leading Testing, Inspection and Certification (TIC) Company. Started in 1925, today Dekra has close to 95 years of experience and presence in more than 50 countries worldwide. During 2019, the global revenue was in tune of Euro 3.4 billion. DEKRA has over 47,000 employees worldwide and has been active in the field of safety & quality. With offices spread in India (New Delhi, Mumbai, Pune and Hyderabad) and in 50 other countries spread in all continents, DEKRA serves clients globally throughout the agrochemical, chemical, Automotive,Oil & Gas, engineering, food and beverage, government, insurance/legal, metals, oil and gas, pharmaceutical, plastics, pulp & paper, Railways, Aviation, Defence, Power, Telecommunication, Civil Infrastructure, Mining, Manufacturing, Processing and several other industries..

DEKRA (India) Pvt Ltd is now looking for competent and qualified Sales & Marketing Expert to work in mid/senior level for our Organizational Reliability and Process safety Consulting business. Please note that experience of Sales in Organizational reliability is must.

As an Asst. Manager - Sales & Marketing your job functions would primarily be

* To develop Business leads in major sector mainly for Organizational Reliability studies & process Safety.
* Drafting and submission of Proposals with rigorous follow ups with client for winning the opportunity.
* Conducting market research to identify selling possibilities and evaluate customer needs specific to Organizational & Process Safety.
* Actively seeking out new sales opportunities through leveraging your client network, cold calling, networking and social media
* Setting up meetings with potential clients and proposing the appropriate solution as per the client needs

**Experience:** 8-10 years of hands-on experience in Sales & marketing profile in the following areas:

* Knowledge of MS-office
* Hands on knowledge on CRM software is a plus
* Past experience in Organizational Reliability & Process safety consulting services
* Thorough understanding of marketing and negotiating techniques
* Acceptance to aggressive targets and setting the business potentials
* Self-motivated with a results-driven approach
* Aptitude in delivering attractive presentations

**Educational Qualifications:**

* Bachelor/ Master Degree in Business Administration. Having technical or science background is an added advantage

**Salary: Negotiable.**

DEKRA provides an exciting & stimulating work environment and an opportunity for rapid career progression. We provide our employees with regular training and knowledge and encourage them to implement original and unique solutions. Our compensations match the best in the industry.

**Please send your applications within 7-days in strict confidence to:**

**Info-in@dekra.com**

**Sonal.gaur@dekra.com**