



Marketing Executive

Responsibilities:

- Understand key client needs and develop customized marketing solutions
- Collaborate with design, quality, sales, and logistics teams to address client queries
- Prepare regular reports on performance, business growth, and customer feedback
- Ensure timely delivery and adherence to client commitments
- Coordinate with internal teams to identify and implement improvement opportunities
- Manage all activities related to assigned clients, including launch meetings, sample coordination, and SOP alignment
- Maintain and resolve open points for assigned regions
- Generate and manage MIS reports for assigned tasks
- Drive total sales growth in assigned regions
- Expand share of business (SOB) with existing clients
- Acquire new customers and introduce new products in assigned regions
- Delegate tasks to subordinates and monitor their performance
- Share timely quotations and convert RFQs into profitable deals
- Participate in costing negotiations and bidding processes
- Promote updated technologies and practices within the company
- Ensure compliance with commercial contracts including NL, T&C, LME settlements, and tooling payments
- Attend client meetings for commercial and technical discussions

Qualification:

- BE / MBA
- 8–10 Years in marketing, client management, or related fields

Skills:

- Excellent communication skills
- Ability to build rapport with key clients
- Ability to manage multiple client accounts
- Strong negotiation and leadership capabilities
- In-depth industry knowledge
- Strong analytical skills with proficiency in statistics and MS Office tools
- Excellent organizational skills
- Local language proficiency is a must