

Job Notification No : **BL/CHRD/RECT/O1/2017**

Date : **15th November, 2017**

Name of the Post	Junior Officer [Sales & Marketing] - TCW Code : JO17-21
SBU / Location (This is the current location for the post. However, this is an all India Advertisement. Hence, the place of posting can be anywhere in India or abroad for the current as well as future posts/ vacancies.)	Temperature Controlled Warehouse (TCW) - Hyderabad
Job Description	The key responsibilities of the incumbent will be :- Identifies business opportunities by identifying prospects and evaluating their position in the Cold Chain Industry. <ul style="list-style-type: none"> • Sells products / services by establishing contact and developing relationships with prospects • Recommending right product and offer customized solutions. • Maintains relationships with clients by providing support, information, and guidance • Active participation in execution, credit control and customer support • Identifies product improvements or new products by remaining current on industry trends, market activities, and competitors. • Prepares sales reports by collecting, analyzing, and summarizing information • Any other tasks assigned time to time. Above list is indicative only and not exhaustive
Grade / No. of vacancies / Minimum Qualification / Max Age / Reservation Details / Eligibility of Persons with Benchmark Disability / Minimum Post Qualification Relevant Experience (years)	Please refer relevant columns posted corresponding to the code JO17-21, Notified under Job Notification No. BL/CHRD/RECT/O1/2017 dated 15/11/2017 at http://www.balmerlawrie.com/pages/currentopening
Important Dates / Application Fee / Grade, Scale of Pay and Compensation / Company Profile & Other General Terms & Conditions	Please refer relevant section of Job Notification No. BL/CHRD/RECT/O1/2017 dated 15/11/2017 at http://www.balmerlawrie.com/pages/currentopening