



### Be part of an amazing success story !

Sunresin New Materials was born 20 years ago from the will and dedication of two chemists who had a Passion for Separation of valuable products from solutions. These technologies are at the heart of many industrial processes from cleaning up water and making it drinkable, processing natural products so that they can be used as food ingredients or capturing and purifying metals to produce batteries. Out of this Passion resulted the creation of one of the global major ion exchange resin producers in the world. Offering to its customers globally not only the widest technology portfolio in the industry but also the most advanced equipment technologies to best use these great products. We are an innovation oriented high-tech enterprise which today remains the first and unique listed company in the Ion Exchange and Adsorbent Resin industry giving us the means of our growth. In the last two years we have added three new major manufacturing units to meet the market demand. We are a team of 600 dedicated and passionate professionals and are looking for our:

## General Manager for Sales Organization

### Territory: India&South East Asia

#### Essential Responsibilities

- Set up the legal entity in this area, recruit and lead the sales team.
- Identify and manage agents and distributors.
- Actively develop our sales in South East Asia starting from our base in India and increase market share.
- Set up area sales strategy, design, integrate and regulate of marketing resources, responsible for the sales management of respective areas.
- Develop and follow up large projects and ensure their success in coordination with the Headquarter in China.
- Collect and feedback competition situation, marketing performance, including price and cycle of products.
- Prepare sales budget proposals and track sales development by preparing forecasts and annual/monthly sales reports.
- Based on your experience provide customers with the basic technical support and solutions.
- Follow up and collect receivables.
- Extensive business travelling to customers and trade shows National / International.

#### Essential Skills

- BS in Chemical Engineering, Chemistry possibly complemented by an MBA.
- 10 years experience in the Ion Exchange Resin market, preferably in sales or technical sales.
- Knowledge of the customer base and established relationships in the Ion Exchange Resin market.
- Excellent communication skills with technical and commercial acumen.
- Experience in starting up and leading a complex project from the onset including its costs and revenue.
- Proven Team management experience.
- Strong sense of responsibility.
- Business fluent English skills.
- Familiar with computer.

Location: You are preferably based in Mumbai India .....

#### Salary and Performance Incentives

- To grow our business and keep us one step ahead, we want to attract, engage and retain the best people in the industry, we can tailor a highly competitive package with a salary and benefits package for the right person to reflect this.

Please send your CV and application to [lxhr@sunresin.com](mailto:lxhr@sunresin.com).